

- **Hugin Sweda** is looking for video monitors;
- **Heath-Zenith** is interested in hearing from manufacturers of power supplies;
- **Okidata** would like to find suppliers of integrated circuits;
- **Sanyo Business Systems** is searching for additional sources of supply for parts for fax machines, thermal printer heads, modems and integrated circuits.

More information on these companies and their requirements is found in Appendix 1. Appendix 2 is a listing of those U.S. importers with a general interest in Canadian sources of supply.

SURVEY OF U.S. ASSOCIATIONS

U.S. industry associations were contacted in order to supplement information provided by individual importers and to provide an industry perspective on trade in the business machines industry. The industry associations contacted and their mandates are as follows:

- **Computer and Business Equipment Manufacturers Association (CBEMA)** assists in developing new standards for its members, develops programs for collecting and disseminating industry statistics, and initiates public policy formation in areas relevant to its members;
- **National Office Products Association (NOPA)** undertakes a broad range of activities to enhance the market opportunities for its present and future members.

The associations were interviewed to obtain the following information:

- market trends for the business machines industry;
- the effect of the devaluation of the U.S. dollar on trade in the U.S. business machines industry;
- major industry trade fairs;
- major industry publications;
- the potential effect of Free Trade on Canada-United States trade in business machines goods;