

A listing of U.S. importers who are interested in Canadian sources of supply of taps, cocks and valves in general is found in Appendix 1. A list of Canadian government trade contacts is presented in Appendix 8.

## **SURVEY OF U.S. ASSOCIATIONS**

U.S. associations were contacted in order to supplement information provided by individual importers and to provide an industry perspective on trade in the taps, cocks and valves industry. The associations contacted, key contacts of the organizations, facsimile numbers and the organization mandates are as follows:

- Plumbing Manufacturers Institute (PMI) represents manufacturers of plumbing products at the national level (Key contact: Mr. Richard Church, President; FAX: 312-790-3095);
- Valve Manufacturers Association (VMA) represents the industrial valve industry and conducts market studies and surveys and deals with communications and education (Key contact: Mr. Malcolm O'Hagan, President; FAX: 202-296-0378);
- National Supply Distributors Association (NSDA) represents 287 members, some of whom are distributors of taps, cocks, and valves and provides a forum for cooperation and a buying service for members (Key contact: Mr. Earl Bohachek; FAX: 513-258-3112);
- American Supply Association (ASA) represents wholesalers of plumbing and heating supplies and distributors of pipes, valves and fittings; develops educational programs (Key contact: Mr. Peter Schwartz; FAX: 312-236-3465).

The associations were interviewed to provide the following information:

- market trends and forecasts for the taps, cocks and valves industry;
- the effect of the devaluation of the dollar on trade in the U.S. taps, cocks and valves industry;
- major industry trade fairs;
- major industry publications;
- the potential effect of Free Trade on Canada-U.S. trade in taps, cocks and valves;