

determine whether there existed any Canadian firms that produced similar products and could pursue the opportunities which may be uncovered. The expansion of the Schedule A codes from the 4-digit level to the 7-digit level was fairly straightforward, and a listing of these commodities and their import customs value was prepared for 1986. The Canadian firms were identified by accessing the Department of External Affairs' WIN database. This computerized database, accessible at all major posts abroad, contains information on Canadian manufacturers and the products they produce. It should be noted that although the WIN database is not yet complete, it is sufficiently advanced for the purposes of this study.

From this list, those products or product groupings having combined Japanese, European and Canadian imports of over \$80 million (U.S.) in 1986 were identified for further analysis. Following consultation with industry and government officials with expertise in each sector, other products and product groups which did not meet the above criteria were added to the sector where there appeared to be significant commercial interest to have them included. Some products and product groups were deleted because there was insufficient commercial interest in them.

For this report on generators and motors, further analysis was deemed inappropriate for the following reasons:

- Canadian manufacturers of generators and motors are niche-oriented so a general study is not useful.
- Duties on exports are fairly low and are not perceived to be a factor limiting sales to the U.S. market.

The U.S. import statistics, the sample list of U.S. importers who are interested in Canadian sources of supply and other general information compiled during the sector review are included in this short report on generators and motors.