

importers' decisions to source outside the United States. Interviews with U.S. associations connected with the chemical specialties industry indicated that the Canadian industry is fortunate to have an abundant supply of natural resources, particularly for fertilizer production.

The industrial and the household/retail market segments accounted for most of the chemical specialties products imported by the survey respondents.

A list of companies which are generally interested in learning more about Canadian sources of supply of chemical specialties has been compiled in Appendix 1.

External Affairs and International Trade Canada recommends that Canadian firms should consult the Canadian Trade Commissioner located closest to each company being considered for contact prior to doing so in order to obtain advice, assistance and further company information. Canadian government contacts in Canada and the United States are provided in Appendix 8.