

The respondents noted that the end users of the material handling equipment they sourced were about equally divided between manufacturing (68.5% of respondents) and services (62.9% of respondents). The industries identified were general manufacturing, automotive and equipment manufacturers, mining, petrochemicals, construction, food and beverages, utilities, transportation and equipment rental firms.

Some specific opportunities have been uncovered through the survey of U.S. importers. These included material handling equipment products which are not the focus of this study but have been included for information only. Sources of supply are currently being sought for specialty fork-lift trucks. Information on companies seeking these products is found in Appendix 1. Also, a list of those companies which are generally interested in learning more about Canadian sources of supply of material handling equipment has been compiled in Appendix 2.

The 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 9.