

- the effect of the devaluation of the dollar on trade in the U.S. hardware (fasteners) industry;
- major industry trade fairs;
- major industry publications;
- the potential effect of Free Trade on Canada-U.S. trade in hardware (fastener) products;
- their opinion on the strengths and weaknesses of the Canadian hardware and fastener products industry.

Interview Results

While most of the associations were hesitant to provide a definite forecast of industry growth, they did project that hardware and fastener supply would experience an increase in demand and that the outlook was good. All agreed that the devaluation of the U.S. dollar has improved the price competitiveness of U.S. goods, and therefore stimulated exports of the hardware industry.

With respect to the Free Trade Agreement between Canada and the United States, two associations indicated that benefits would accrue to both countries and that trade would increase as tariffs and other trade barriers were removed. However, the BHMA and the USFMG expect little impact on their respective industries.

The Canadian hardware and fastener industry is favourably perceived by the associations. The associations note that many of their members do have plants located in Canada. Canadian products are perceived to be competitive with U.S. goods. The STFDA also believes that Canada may have the competitive edge for contractor supplies.

The U.S. industry associations listed the following trade fairs as the most important for the hardware industry: the "National Hardware Show", "Showcase 1990", "Specialty Tools and Fasteners Distributors Association Trade Show" and "National Home Center Show". Further information on these trade shows, together with names of relevant industry publications provided by the associations are listed in Appendix 8.