

- **Soltec Co.** is actively seeking sources of supply for integrated circuitry;
- **Global Scale Imports** would like to hear from suppliers of scales.

More information on these companies is found in Appendix 1, and a listing of U.S. importers who are interested in Canadian sources of supply of measuring and instrumentation equipment in general is found in Appendix 2.

SURVEY OF U.S. ASSOCIATIONS

U.S. industry associations were contacted in order to supplement information provided by individual importers and to provide an industry perspective on trade in the measuring and instrumentation equipment industry. The industry associations contacted and their mandates are as follows:

- **Precision Measurements Association, Los Angeles, CA,** is an organization involved in the meteorology field. They deal with technicians, manufacturers, and managers;
- **Instrument Society of America, Research Triangle Park, NC,** deals with professionals such as engineers, technicians, etc. Their objective is to advance and reinforce the arts and sciences related to the theory, design, manufacture and use of instrumentation, computers and systems for measurement and control in the various sciences and technology for the benefit of mankind.

We obtained the following information from our interviews with these associations:

- market trends and forecasts for the industry;
- the effect of the devalued dollar on trade in measuring and instrumentation equipment in the United States;
- information regarding major industry trade shows;
- information regarding major industry publications;
- the potential effect on the industry of the Canada - U.S. Free Trade Agreement;