

majority of manufacturers' representatives operating in its market territory and can often make suitable suggestions to Canadian manufacturers.

Delivery

Delivery must be exactly to customers' specifications, and these are as rigid as any in the world. Many U.S. plants work on inventories as short as one or two days and could be shut down by a delay of a few hours. Failure to adhere to rigid delivery schedules is one of the surest ways of not being asked to quote again.