

some detail. Government and association officials, in arranging a trade mission or in formulating particular policy, may wish to refer to these Sections.

Methodology

The content of the study has been derived both from an extensive review of existing information gathered from American and Canadian sources, and from a series of interviews and meetings held with construction experts in Canadian and American academia, governments, associations, and industries. Meetings with the Canadian Construction Association and the Department of External Affairs early in the process were useful in providing us with an indication of the type of information desired by the co-clients. The subsequent gathering, analysis, and editing of the information has been completed with the interests of the two clients in mind. There was agreement by the co-clients that the experiences and lessons already absorbed by Canadian firms in the U.S. market would be of use in this report, and we have therefore contacted selected firms with experience in the American market.