

Canadian firm. The Minneapolis office maintains information on a large number of manufacturers' representatives operating in our market territory and can often make suitable suggestions for Canadian manufacturers. There are other levels of distribution, depending on the nature of the product being marketed, and commissions, customers, numbers of salesmen and territories can vary considerably.

## Delivery

Delivery, of course, must be exactly to customers' specifications, and they are as rigid as any in the world. Many U.S. plants work on inventories as short as one or two days, and they 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.