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Who can help me find a manufacturers representative?

The Canadian trade commissioner in your chosen region may be able to supply you with a list of distributors or manufacturers representatives in your market and area.

Commercial lists

Published lists of manufacturers representatives are available, including:

Verified Directory of Manufacturers' Representatives
(from MacRae's Industrial Directories)

87 Terminal Drive
Plainview, NY 11803

National Directory of Manufacturers' Representatives

(from McGraw-Hill Book Co.)
1221 Avenue of the Americas
New York, NY 10020

Manufacturers' Agents National Association
23016 Mill Creek Road, P.O. Box 3467
Laguna Hills, CA 92654

Association of Industry Manufacturers Representatives

222 Merchandise Mart, Suite 1360
Chicago, IL 60654
Tel.: (312) 464-0092

Business Products Industry Association
301 North Fairfax Street
Alexandria, VA 22314

Tel.: (703) 549-9040

Electronics Representatives Association
20 East Huron

Chicago, IL 60611
Tel.: (312) 649-1333

National Association of General Merchandise Representatives

111 East Wacker Drive, Suite 600
Chicago, IL 60601

Tel.: (312) 644-6610

National Electrical Manufacturers Representatives Association

200 Business Park Drive, Suite 301
Armonk, NY 10504

Tel.: (914) 273-6780

Trade and professional associations

The following major trade and professional associations have membership directories that may help you find a representative.

Agricultural and Industrial Manufacturers Representatives Association

5818 Reeds Rd, Suite 201
Shawnee Mission, KS 66202-2704
Tel.: (913) 262-4511

Other ways to find manufacturers representatives

Agents often circulate at trade shows and may express their interest in locating product lines. You can also find agents through search organizations; by advertising in the *Wall Street Journal*, local newspapers, or industry trade publications; or by word of mouth from recommendations.

The NEBS training program includes a component on how to find and manage a producer/distributor relationship. Δ

Focus on the United States was produced by *CanadExport* in collaboration with the U.S. Business Development Division of the Department of Foreign Affairs and International Trade. Additional copies, in French or English, can be ordered by fax from (613) 944-9119. We also welcome your comments and feedback.

CanadExport, published twice monthly, is available in Canada to interested exporters and business-oriented people. For a subscription, call (613) 977-2225, fax (613) 996-9276 or mail your business card to *CanadExport*, (BCFE), Department of Foreign Affairs and International Trade, 125 Sussex Drive, Ottawa K1A 0G2.

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