

- Canadian Manufacturers' Association
- Dun and Bradstreet
- Trade Associations
- Local Chambers of Commerce
- Canadian Chartered Banks
- Airlines and Shipping Companies

**Provincial Government Programs** — All provincial governments have trade promotion programs. Some have trade centres in the United States, Europe and Asia. Their help to the exporter ranges from loans and insurance programs to incentive programs for participating in overseas trade fairs.

## Additional Sources of Information

*Area Handbook*, Foreign Areas Studies, The American University, 5010 Wisconsin Ave. NW, Washington, DC 20016. A series of briefing handbooks containing socio-economic, historical, cultural and political data. Most countries are covered in the series.

*Canadian Trade Index*, The Canadian Manufacturers' Association, One Yonge Street, Toronto, Ontario, M5E 1J9, gives a complete listing of Canadian manufacturers and their products, including an identification of those interested in exporting.

*Chase World Guide for Exporters, Export Credit Reports*, Chase World Information Corporation, One World Trade Center, Suite 4533, New York, NY 10048. This guide covers 180 countries and contains such information as foreign import and exchange regulations. The report gives the credit terms granted for shipments by industry groups as a whole.

*Development Forum/Business Edition and World Bank Monthly Operational Summary*, United Nations, Palais des Nations CH-1211, Geneva 10, Switzerland, published twice monthly, provides advance project information from all the major multilateral institutions.

*Exports by Commodities*, Catalogue 65-004, Statistics Canada, Publications Distribution, Ottawa, K1A 0T6. Published monthly, *Exports by Commodities* provides the Canadian exporter with trade statistics classified by commodity and export market.

*Exporters' Encyclopaedia*, Dun & Bradstreet, 84 Carlton Street, Toronto, Ontario M5B 1L6, contains information on shipments to all countries from the United States.

*Exporting*, Centre of International Business Studies, Dalhousie University, Halifax, N.S. B3H 4H8, gives general export information useful for the new exporter.

*Foreign Economic Trends*, available by subscription from the Superintendent of Documents, Washington, DC 20402, provides economic data for all countries. It is updated every six months.

*Foreign Trade Statistics*, published by the OECD.

*International Trade Reporter*, Bureau of National Affairs, Inc., 1231-25th St. NW, Washington, DC 20037. Country-by-country shipping information with weekly looseleaf updating.

*Market Share Reports Catalogue* (PB294300), published by the Office of International Economic Research, U.S. Department of Commerce, Washington, DC 20230. The catalogue, which is free, lists all the reports available in the *Commodity Series* (PB286200) and the *Country Series* (PB286200).

*Overseas Business Reports*, Superintendent of Documents, Washington, DC 20402, gives updated business and economic information for any country in the world.

*Shipping Documents and Customs Regulations*, Department of Industry, Trade and Commerce/Regional Economic Expansion, Ottawa; leaflets on such topics as customs documents, consular legislation, special certificates and permits and bills of lading, among others.

*Trade Directories of the World*, Croner Publications, 211-05 Jamaica Avenue, Queen's Village, NY 11428, contains listing of all directories. It is updated with a monthly loose leaf service.

*Understanding Exports*, The Canadian Manufacturers' Association, One Yonge Street, Toronto, Ontario, M5E 1J9, is a guide for the Canadian exporter that includes such topics as pricing for export