	Table of Contents - Volume I	Page
Introductio	n	1
Section 1: Industry Background		2
I.	Introduction	4
п.	The Economies of Upstate New York and Western Pennsylvania	4
Ш.	Comparing U.S. and Canadian Manufacturing Sectors	6
IV.	General Information on the Printing Industry in the Area of Interest	6
v.	Cost Comparison of Canadian and Upstate New York Printers	10
VI.	Sources of Information	12
VII	. Summary	16
Section 2: Interviews With Exporting Canadian Printers		17
I.	Introduction	19
п.	How to Get into the U.S. Market	19
Ш.	How to Stay in the U.S. Market	26
IV.	Summary of Findings	28
Section 3: Print Buyer Survey		29
I.	Overview of Print Buyer Survey	31
П.	Method of Obtaining Information	31
Ш.	Survey Topics	31
IV.	Impediments for Canadian Printers	35