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# I. GENERAL

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## Area and Geography

The Commercial Division of the Canadian Consulate General in Philadelphia covers Eastern Pennsylvania, Southern New Jersey, Delaware, Maryland, Virginia and the District of Columbia, an area of 266,158 square kilometres. Names of the counties covered in Pennsylvania and New Jersey area are given in Appendix I. Within the boundaries of this area there are two principal marketing and distribution centres: Philadelphia and Baltimore-Washington, which in terms of extended metropolitan areas are the fourth and fifth largest in the country respectively.

Generally, the territory covered by this office lies east of the Allegheny Mountains and is characterized by gently rolling terrain which flattens as it approaches the Atlantic. The Delaware and Chesapeake Bays provide the area with excellent natural harbour facilities. The beaches along the coast are famous for their recreation and convention facilities.

## Climate

The Appalachian Mountains on the west, the Great Lakes just north, and the Atlantic Ocean on the east have a moderating effect on climate. Combined with prevailing winds from the southwest during the summer and the northwest during the winter, the net effect is warm and humid summers and mild winters interspersed with some cold "highs" moving directly north-south unmitigated by the Appalachians or the Great Lakes. Precipitation is moderate and fairly evenly distributed with maximum amounts during the late summer months.

## Local Time

Eastern Standard Time and Daylight Saving Time are used throughout the territory.

## Weights and Measures; Electricity

The United States has a campaign for metric acceptance but still officially and in practice uses the Ameri-