

C. Country

Basic information such as size, population, neighbouring countries, chief ports, air routes, business hours, holidays, currency, weights and measures, electric current used, languages, travel facilities, banks, business customs and practices, climate.

D. Distribution

Foreign importers, trading houses, distributors, agents, wholesalers, retailers, buyers, etc.

Transportation, shipping costs, routes, sea and air shipping costs.

E. Prices

- 1) Guides for Canadian Exporters, External Affairs and International Trade Canada (various country titles available)
- 2) *Overseas Business Reports*, U.S. Department of Commerce, International Trade Administration, Washington, D.C. 20230
- 3) *The Times Atlas of the World*
- 4) *Handbook of International Trade & Development Statistics*, Supplement, UNCTAD/GATT, Geneva, Switzerland

- 1) Trade or commercial directories published by the country
- 2) *World Marketing Directory*, Dun & Bradstreet, Exchange Place, Jersey City, N.J., U.S.A.

- 1) Freight forwarders – domestic and foreign
- 2) Shipping companies
- 3) Airlines

- 1) Monthly commodity price bulletin, UNCTAD/GATT, Geneva
- 2) *Commodity Trade & Price Trends*, Annual, World Bank, published by John Hopkins University Press, Baltimore, Maryland, U.S.A.
- 3) *Yearbook of International Trade Statistics*
- 4) *International Financial Statistics* – International Monetary Fund, Washington, D.C.
- 5) *Handbook of International Trade & Development Statistics*, Supplement, United Nations