

availability when problems arise. The Canadian Consulate General maintains information on many of the manufacturers' representatives operating in its regions and can often provide valuable suggestions for Canadian manufacturers.

Delivery

Delivery must meet customers' requirements, which can be exceptionally demanding. Many U.S. plants work with stocks of components or materials that deplete rapidly and could be shut down by delivery delays of a few hours. Failure to meet delivery schedules is certain to result in loss of future orders.