Acknowledgment

The Manufacturers' Agents National Association (MANA) in Laguna Hills, California, is well known and respected throughout the business community in the United States. Its efforts to foster the manufacturer-agent relationship are evident in its numerous services for members, as well as its many activities from annual seminars for both rnanufacturers and agents to publication of the monthly *Agency Sales Magazine*, the annual *Directory of Manufacturer's Sales Agencies* and periodic bulletins on relevant topics. External Affairs and International Trade Canada acknowledges the valuable assistance from MANA in the preparation of this publication. In some of the chapters, MANA bulletins were utilized as resource material. In other instances, MANA's explanation of aspects of the manufacturer-agent relationship are quoted directly. Special appreciation is also extended to Georgia Gibson, the executive vicepresident of MANA, for her time and efforts reading the original manuscript and the helpful suggestions she provided.