
Foreword

This publication is one in a series of publications aimed at addressing the distribution and transportation needs of Canadian exporters. It is designed to meet the needs of small- and medium-sized exporters, who frequently seek advice on transportation. The publication covers all modes of transportation, as well as other important related matters. It can also be used selectively by exporters using only one mode.

Other publications in this series that are currently available include *Export Markets: The Trading House Connection, Selecting and Using Manufacturers' Agents in the United States, The Countertrade Primer for Canadian Exporters, Selecting and Using Foreign Agents and Distributors, and Safe Stowage*. Other releases will include *The Exporter's Guide to Documentary Credits and Documentation*.

This guide cannot be exhaustive; individual circumstances, interests and needs will dictate how companies make their particular transport decisions. In light of constantly evolving circumstances, users of this guide are cautioned to confirm information when deciding on transport options.

Novice exporters are encouraged to study the publication *Export Guide: A Practical Approach* before embarking upon these more detailed and technical publications. Sources for all the above-noted releases are provided in Appendix II.

Exporters are invited to submit, to the address below, their comments regarding this publication and suggestions for others which may be useful to them in the course of increasing Canadian exports.

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