

FOREWORD

This publication on export documentation and foreign collections is one in a series of publications aimed at addressing the distribution and transportation needs of Canadian exporters. Other publications in this series that are currently available include "Export Markets: The Trading House Connection", "Selecting and Using Foreign Agents and Distributors", "Selecting and Using Manufacturers' Agents in the United States", "Safe Stowage", "Transportation Services Between Canada and Mexico" and "The Countertrade Primer for Canadian Exporters". Forthcoming release in this series include "The Exporter's Guide to Transportation" and "The Guide to Distribution Contracts".

Novice exporters are encouraged to study the publication "Export Guide: A Practical Approach" before embarking upon these more detailed and technical publications. The sources for all of the above-noted release are provided in Appendix B.

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 improving their export performance.

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