

Appendix 11

Relevant Publications

A. Publications on the Manufacturer-Agent Relationship

*Agency Sales Magazine**

Manufacturers' Agents National Association
P.O. Box 3467
Laguna Hills, California
92654 USA
Tel: (714) 859-4040

*Directory of Manufacturers' Sales Agencies**

Annual. Manufacturers' Agents National Association
P.O. Box 3467
Laguna Hills, California
92654 USA
Tel: (714) 859-4040

*The Manufacturers' Guide: Dealing With Agents**

Gordon Rogers Manufacturers' Agents Association
of North America
15 Toronto Street, Suite 200
Toronto, Ontario M5C 2R1
Tel: (416) 923-5819

*National Trade and Professional Associations of the U.S.**

Directory (NTPA) Columbia Books Inc.
1350 New York Avenue Northwest
Suite 207
Washington, D.C. 20005 USA
Tel: (202) 737-3777

* Asterisk indicates publication fee.

B. Publications on Exporting to the United States

Business Travel and the FTA (79UB)

Canadian Exporter's Guide to the U.S. Market (20UA)

Exporter's Guide to Transportation (106TA)

FTA Rules of Origin (89UA)

Guide to the FTA Rules of Origin (86UA)

Selecting and Using Foreign Agents and Distributors (28TA)

So You Want to Export (3TA)

U.S. Country of Origin Marking Requirements (87UA)

External Affairs and International Trade Canada regularly commissions and publishes U.S. Market Studies for various products and services. Readers are encouraged to inquire about available studies by calling InfoExport at 1-800-267-8376 (Ottawa area: 944-4000); fax: (613) 996-9709. Please quote the code number of the publication.

Export Techniques, 2nd Edition

(246 pages). Everything you need to know step-by-step to export.

J.R. Arnold
Box 1556
Parksville, B.C. V0R 2S0

Supplement to Export Techniques

Free Trade Agreement to date, Export Permits, Foreign Exchange. J.R. Arnold, as above.

Market Studies of United States:

Shipping to US Markets

Transportation hints for Atlantic Canada Exporters. (English or French). Toll-Free 1-800-267-8376.