

For example, new exporters can refer to a list of preparatory steps which encourage effective use of expertise available from the Trade Offices in 12 Canadian Consulates throughout the United States. One such step provides a sample work sheet on costing Canadian products for sale in US dollars, delivered duty paid south of the border.

The appendices section of the new publication provides the addresses of many Canadian government contacts who can assist exporters with more specialized information about the U.S. market for a specific product area.

Copies of "Selecting and Using Manufacturers' Agents in the United States" may be obtained from the Info-Export Centre of the Department of External Affairs, toll free 1-800-267-8376 or (613) 993-6435.