
terms and export support facilities available from federal and provincial governments.

Exporter's Guide to Transportation, 1992.

Provides basic information on export transportation and documentation to Canadian companies shipping to international markets.

Safe Stowage, 1993.

A guide for Canadian exporters and shippers to facilitate safe, effective and efficient stowage of cargo.

Selecting and Using Foreign Agents and Distributors

A publication to assist exporters in identifying potential agents or distributors, evaluating their suitability, developing and negotiating a proper contract, working with the agent/distributor and terminating the arrangement.

So You Want To Export

A booklet prepared to help a company decide if it is ready to export. It provides an overview of what is involved in exporting and provides a list of important contacts.

(b) The Market in Mexico:

Marketing Data for the Canadian Transportation Services Industry: Canada-Mexico Trade 1991, Parts I, II and III, 1993.

Parts I and II of the three part series about Canada-Mexico trade show the top commodities traded by different modes of transportation and region. Part III of the series estimates weights in metric tonnes for the top ten exports and imports by region and mode of transportation. Available by contacting the Transportation Services Division of External Affairs and International Trade Canada at (613) 996-0245, or fax (613) 996-1225.

Mexico: A Guide for Canadian Exporters, 1992

An overview of the country, the economy and foreign trade, basic information on doing business in Mexico including documentation, customs, transportation, etc., tips for business visits and federal export assistance available. Also includes a list of sectoral market studies for Mexico.