

FOREWORD

MESSAGE FROM THE MINISTER FOR INTERNATIONAL TRADE

This Government accords the highest priority to increasing exports, to the world and to the United States. There is a very real and important link between exports to the U.S. and Canada's future. Over three quarters of our total exports are to that country. Three million jobs in Canada are dependent on that trade.

This report was commissioned by my department, with the support of the Provinces of New Brunswick, Newfoundland, Nova Scotia and Prince Edward Island and the Department of Regional Industrial Expansion. It will aid both new and experienced exporters in Atlantic Canada who are interested in expanding sales, by providing better information about the most economic transportation modes for shipping their products.

This "how to" publication describes various transportation options, enabling exporters to identify the most cost-efficient and effective means of shipping goods. Also included are practical hints for exporting anywhere in the United States, although the primary focus is on the Northeastern United States, which accounts for about 80 per cent of USA-bound shipments from Atlantic Canada. Province-specific discussions are to be found in Sections III to VI.

I wish to thank the many Canadian companies consulted during the preparation of this report and officials within the various provincial governments and the Department of Regional Industrial Expansion for their valuable contributions and assistance.

I trust that you will find this report useful as you pursue sales opportunities.



Pat Carney

Dapt. of External Affairs  
Min. des Affaires extérieures

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