

Delivery

Delivery must be exactly to customers' specifications which you will find are as rigid as any in the world. Many U.S. plants work on inventories as short as one or two days and could be shut down by a delay of a few hours. Failure to adhere to rigid delivery schedules is one of the surest ways of losing a U.S. client.

Canadian Export Opportunities

The Mid-Atlantic states represent a market nearly as large as the entire Canadian market. While almost any product competitively marketed and priced can be sold in this area, opportunities are particularly attractive for:

- contract and residential furniture
- electronics
- autoparts
- health care products
- telecommunications and electronics, office equipment
- sailboats
- handicrafts
- machinery
- dairy/deli processed foods.

Main products exported by Canada to Mid-Atlantic states in 1981 included:

- newsprint, pulp and paper
- steel, iron ores and concentrates, precious metals and alloys
- motor vehicle parts and engines
- lumber, softwood
- industrial machinery
- aircraft, aircraft parts, and aircraft engines and parts
- ships, boats and parts.