
Foreword

This publication on the use and selection of Canadian trading houses is one in a series of publications aimed at addressing the distribution and transportation needs of Canadian exporters. Other publications in this series that are currently available include *Selecting and Using Manufacturers' Agents in the United States* and *Countertrade Primer for Canadian Exporters*. Upcoming releases in this series include *Selecting and Using Foreign Agents and Distributors*, *A Guide to Export Transportation, Documentation and Trade Finance* and *Safe Stowage*.

Novice exporters are encouraged to study the publication *Export Guide: A Practical Approach* before embarking upon these more detailed and technical publications. Sources for all the above noted releases are provided in the Appendix at the end of this book.

Exporters are invited to submit their comments regarding this publication, and suggestions for others which may be useful to them in the course of increasing Canadian exports, to:

Business and Transportation Services Division
External Affairs and International Trade Canada
125 Sussex Drive
Ottawa, Ontario
K1A 0G2