One reason for this decrease is that we diverted part of our export business to our French and Canadian Plants. Another reason is the shortage of American dollars in various markets. However, a fuller explanation of our export business will be contained in the report from the Export Division, who have continued to handle our exports other than to Canada and France. Sales to Canada decreased from $131,004 in 1947 to $93,018 in 1948, which is a decrease of 29%. The reason for this decrease is that our Canadian Plant is taking over this business. $76,134 of the 1948 total represents sales to Dominion Brake Shoe Company, Limited, for items which our Canadian Plant cannot produce. The installation of equipment for manufacturing Heat and Pressure material in our Canadian Plant will practically eliminate these items.

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