



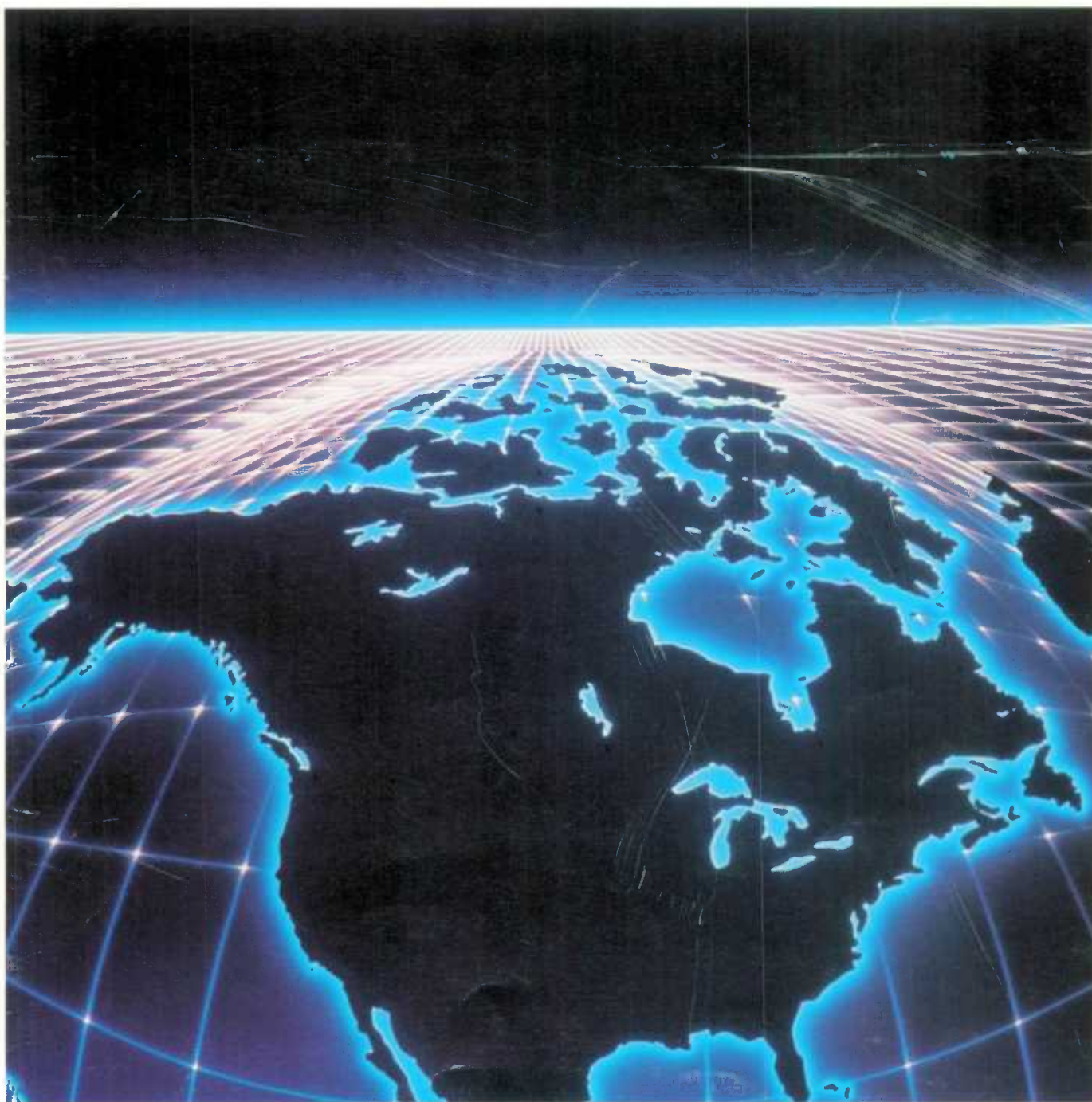
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Trade Patterns: Canada – United States

The Manufacturing Industries 1981-1991



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Statistics Canada
International Trade Division

Trade Patterns: Canada – United States

The Manufacturing Industries 1981-1991



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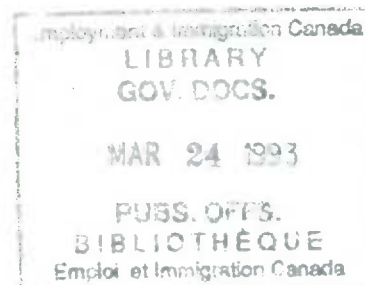
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Symbols

The following symbols are used in this Statistics Canada publication:

- ... figures not appropriate or not applicable.
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Note to Users

Throughout this publication totals may not add due to rounding.

Highlights

January 1993 marked the fourth anniversary of the implementation of the Free Trade Agreement between Canada and the United States. The North American Free Trade Agreement was initialled in December 1992, and soon its provisions will be up to the legislatures of the three North American countries to ratify. There is debate about the effects of the original free trade agreement and speculation on future transformations in the patterns of North American production and trade.

For these reasons, Statistics Canada compiled a set of North American trade data to shed additional light on trade patterns within the region both before and after the signing of the accords. This publication reflects the results of this effort. The data offers two important advantages: merchandise trade figures are assigned to their industries of origin and combined with production data; and inconsistencies in the time series have been dealt with as well as existing information allows us to. The first of these features makes it possible to relate the figures contained within to a great number of economic variables, profits and employment among them. The second is a means of assuring users that comparisons between the situation arising in the late eighties and early nineties are possible.

The report indicates that:

- From 1981-83 to 1989-91, the supply of manufactures in the combined United States and Canadian market increased by almost one trillion dollars. Canada's share of the increase was just under 9 per cent. Given that its average share of the market was about 7 per cent, this indicates that Canadian industries gained share. In the second half of the period – from 1985-87 to 1989-91 – Canada's gain was larger as Canada accounted for 11 per cent of the market's increase.
- Canada lost share in its own market: from 66.8 % in 1981-83 to 60.7 % in 1985-87 and 59.3 % in 1989-91. However, over the same periods, its share of the United States market rose from 1.9 % to 2.3 % and then 2.6 %. Given the larger size of the United States market, Canada's share in the combined market actually rose.
- Canada accounted for 4 per cent of the increase in the United States market, even though its average share of the market was closer to 2 per cent.
- The United States lost share in its own market: from 90.7 % in 1981-83 to 86.7 % in 1985-87 and 85.4 % in 1989-91. However, its share of the Canadian market rose from 24.5 % to 27.4 % in 1985-87 and remained at that level in the latest period. Given the smaller size of the Canadian market, the increase did not offset the share losses in its own market.
- All other countries combined expanded their share of the increase in the combined market; in the Canadian market; and, in the United States market during both halves of the period reviewed. For the combined market for the period as a whole, their share accounted for more than 22 per cent of the increase, even though their market share was only about 10 per cent. In the second half, their share of the increase was lower – just under 18 per cent.
- Mexico's share of the United States market grew from 0.3 % in 1981-83 to 0.5 % in 1985-87 and 0.7 % in 1989-91. Although 42.0 % of United States imports from Canada overlap with goods imported from Mexico, much of the overlap appears to be incidental in nature.

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Title	Catalogue
Summary of Canadian International Trade, <i>Monthly, Bilingual</i>	65-001
Preliminary Statement of Canadian International Trade, <i>Monthly, Bilingual</i>	65-001P
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Introduction

1. Sources and Limitations

Over the last year, Statistics Canada has been involved in compiling a new data base designed to help understand recent changes in the patterns of merchandise trade between Canada and the United States. The data are derived from official sources – from Statistics Canada's records on Canadian trade and production, and from the United States Bureau of the Census for corresponding data for the United States.

The data base includes a number of novel features. Firstly, whereas merchandise trade statistics are normally broken down by commodity, the new data base aggregates them into their industries of origin. Secondly, the data base includes statistics on domestic production in Canada and in the United States broken down into the industries in which production originated. Thirdly, the data base also includes data on imports by the United States and Canada from third countries, and those imports are assigned to their industrial origins. And finally, the data base offers consistency of classification – both over time and between Canada and the United States – in spite of the fact that the source data were originally classified using different classification schemes.

There are limitations to the figures collected. The data base covers manufactured products only. While these account for over four-fifths of all goods exported from Canada to the United States and almost three quarters of all goods and services exported to our neighbours, they obviously do not account for all trading transactions between the two countries. The assignment of exported manufactured goods to their industries of origin is more by analogy than as a result of direct observation. In fact, it is based on their production record and not on their export patterns. For example, if two industries produce the same good – two thirds of it produced by A and one third by B – but only A exports it to the United States, one third of the value of exports will be assigned to B. But the seriousness of this problem is greatly attenuated by the fact that manufactures are only broken down into twenty-two component industries. These are sufficiently broad not to be distorted by inappropriate assignments.

The information on the data base does not allow for the fact that in many instances exports do not take place immediately after production. In fact, exports may be mediated by wholesalers after being stored for some time. For this and other reasons, the data displayed in the tables and charts that follow are mostly in the form of three-year averages. These averages should remove most irregularities caused by lags between production and trade.

The data base does not extend further back than 1981. This is because earlier data cannot be placed on a comparable footing with those that form the base. But even for the period covered, there are discontinuities which must be brought to the user's notice. For example, in 1988 Canada discontinued the way it described and classified exported and imported goods. The traditional classification introduced in the early sixties was replaced by an internationally comparable system – the Harmonized System of Commodity Description and Coding. Moreover, the United States replaced its traditional classifications by the Harmonized System in 1989. The United States uses a system to classify its manufacturing industries which differs from its Canadian counterpart. It was only recently that the two countries agreed on an official concordance which lists the Canadian equivalents of United States industries and conversely.¹ And finally, until 1988 in Canada and still currently in the United States, domestically produced goods use a different classification system from that used for international trade.

These inconsistencies place obvious constraints on any analysis of the figures that requires the use of comparable data over time and exact comparisons with the United States. The detail necessary to explain changes in detected patterns may simply not be available on the basis of existing official records. But, so long as analysis remains at the level of generality featured in Statistics Canada's data base, the figures are both consistent and comparable.

2. Data Presentation and Environmental Changes

Throughout the period under review (1981-1991) there were some profound changes that affected not only the two North American economies but also those of their trading partners. The period started with a short sharp recession that affected both Canada and the United States. The effects of the second oil shock marked the beginning of the period; the consequences of the Gulf crisis on oil prices marked its end. The last two years of the period covered were marked by another recession, seemingly shallower but more drawn out than its predecessor ten years earlier. The Free Trade Agreement involving the United States and Canada entered into effect in 1989. Receipts from Customs tariffs, as a share of trade, declined steadily during the decade.

The Canadian dollar entered the period trading at just over 0.80 of its U.S. counterpart; at mid-period it had dropped to a low of 0.72; but it reached a comparatively high value of 0.85 towards the end of the decade, and over 0.87 in 1991. The U.S. dollar, having entered the decade at a comparatively low value in comparison with the currencies of its major trading partners, reached record highs by 1985 but dropped again after the Louvre

¹ Statistics Canada, *Concordance between the Standard Industrial Classifications of Canada and the United States: (Catalogue 12-574)*, Ottawa, 1991.

agreement of February 1987. This was also a decade in the course of which – as the tables and charts included in this report show – the United States economy took in a progressively greater share of foreign produced goods and services. In fact, at the beginning of the decade, imports of goods and services accounted for 10.5 % of GDP. In 1990, they had risen to a record high of 11.3 % although falling off in 1991. But the intake of manufactured goods as a proportion of comparable goods manufactured in the United States rose from 9.0 % in 1981 to 15.2 % in 1991.

All data are expressed in current U.S. dollars and, where currency conversions were required, values were converted using the average official exchange rates. There were no serious alternatives to an analysis conducted in terms of current dollars. Conversion into constant dollars would require a wide range of matched (U.S., Canada and Other countries) price indexes capable of deflating current values at the commodity level prior to their aggregation into industries. Such indexes do not exist. Those that do exist are only available at a relatively aggregated level and their application would introduce untold distortions in the data. For this reason, the option of using them was discarded.

Most of the data presented are in terms of shares – imports from Canada into the United States as a share of imports from all origins; imports from Canada as a share of all goods available domestically in the United States; imports into Canada from the United States as a share of all goods available domestically, etc. – and changes in shares. The behaviour of shares helps detect patterns where changes in absolute values – affected as they are by so many other processes may obscure them.

The use of shares and changes in shares entails the use of specific terms and corresponding definitions. For example, the expression 'total market share' denotes the ratio of the value of imports from one country to the sum of the value of imports from all countries plus the value of domestic production minus the value of exports. The expression 'import market share' implies the ratio of the value of imports from one origin to the value of imports from all countries. The expression 'absolute change in share' denotes the difference ($S_t - S_o$) between two shares (S) measured at different times. Its unit is percentage points. The expression 'relative change in market shares' denotes the relative difference $(S_t/S_o - 1) \cdot 100$ between two shares measured at different times and is expressed in per cent.

3. The Combined Market

The most important achievement in the compilation of the new data base and the starting point of any analysis of the statistics it includes is the so called "combined market". By combined market is understood the value of all goods produced by and made available in the United States and Canada (i.e. total shipments less exports) plus the value of all goods imported by both countries from all origins. The combined market is estimated for manufacturing as a whole and for each of its twenty-two standard industries. For each of these, the market is broken down according to whether it is Canada or the United States. For each market three suppliers are defined: Canada, the United States and all other countries. Accordingly, in Canada, the total supply of manufactured goods is made up of Canadian production that is not exported; imports of manufactures from the United States; and imports of manufactures from all other countries. The behaviour of these markets over the decade is the first topic to be featured in the report.

4. Measures of Relative Performance

There are several measures of relative performance. One is simply a measure, absolute or relative, of the change in share over a period of time. The relative change in share can be placed in the context of a simple accounting identity. For example, a change in the value of imports of a particular industry to a market over a period of time can be expressed as the joint result of the growth of the market, the growth of the supplies of that industry's goods within the market, and the growth of the imported component of that industry's supply over the same period of time. The third component is labelled "relative performance" and may be taken as a rough indicator of competitiveness in a market.

5. Structure of the Report

In addition to the introduction, the report consists of seven sections, including two which provide the methodology and the detailed tables. Each of the first five sections following the introduction is made up of a brief text outlining its major findings together with supporting charts and tables. The first section is an overview of trade in manufactures between Canada and the United States in 1981-91. This is followed by a more detailed review of the trading patterns for the United States market, by each of the standard twenty-two manufacturing industries. This review is supplemented by tables showing changes in the performance of imports of other origins in the U.S. market. The same kind of review applied to the Canadian market is featured in a third section.

The fourth section includes a number of miscellaneous findings, such as the relationships detected so far between reductions in tariff duties and changes in import shares; the relationship between changes in trading patterns and fluctuations in the exchange rate of the two dollars vis-à-vis each other and vis-à-vis the currencies of their major trading partners; and a number of validation tests to measure whether or not there are relationships between the performance of Canada and the United States in each other's market. The fifth section examines in greater detail the performance of Mexico in the U.S. market and examines the categories of trade in which both Mexico and Canada are active in the United States.

Section six provides a note on the methods used in deriving the data and on the limitations of the statistics. Finally, the report includes a seventh section with tables containing summary and detailed data. All data used for charts in the text are also provided. The tables should be used as reference and also as a basis to commission additional information from the data base.

6. Standards

There are a number of standard industrial and geographic breakdowns used in this report. The industrial breakdown is the standard two-digit breakdown of manufacturing industries provided by the Canadian Standard Industrial Classification - 1980 (SIC - 80).² In the case of the United States, its Standard Industrial Classification categories are converted into Canadian equivalents using the official concordance between the two systems³. The geographic breakdown of North America's trading partners is that given in Statistics Canada's international trade publications,⁴ with the addition of two or three major countries for some of the continental or trading bloc categories. There is, however, considerable more detail underlying these categories and some of it is readily available on request. By and large, full geographic detail is available; industrial detail is available where the concordance between the two classifications is relatively straightforward. In more complex cases, confidential data may be involved and therefore the detail cannot be released.

² Statistics Canada, *Standard Industrial Classification: (Catalogue 12-501)*, Ottawa, 1980.

³ *op cit.* page 7.

⁴ Statistics Canada, *Summary of International Trade: (Catalogue 65-001)*, Ottawa, 1992.

Section 1

Overview

1. General Setting

Over the last thirty years, Canadian exports of goods and services to the United States and United States exports of goods and services to Canada grew very fast. As a ratio to the two countries' GDP, the trend started at nearly 0.8 % southbound and finished at roughly 1.9 %. The northbound trend ranged from 12.2 % to 17.5 % at the end. Table 1 below provides a quick view of the path that trade between the two countries has followed:

Table 1

Comparison between U.S. and Canadian bilateral trade in goods and services

Relationship of trade to GDP 1961-91

	Annual compound rate of growth	As share of GDP (1991)	Max. Share and Year	Min. Share and Year
Per cent				
Canadian imports from U.S.	10.9	17.5	18.8 (1979)	11.8 (1963)
U.S. imports from Canada	12.4	1.9	1.9 (1990) *	0.8 (1961)

* also 1988 and 1989

The pattern of growth was not uniform. In the case of northbound trade there have been several ups and downs. In contrast, southbound trade has been steadier but it too seemed to show a change in pattern towards the mid-eighties as it flattened out after almost twenty-six years of uninterrupted growth.

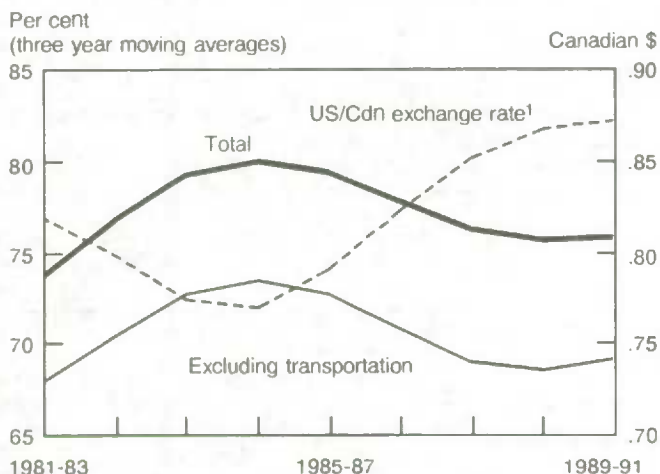
This report, however, is not about "goods and services". As yet there is no data base that can provide details for services that are as detailed as those for goods. Nor is the report about all goods. It excludes trade in unprocessed agricultural products, mineral ores and petroleum. These components are less significant in terms of the total and their fluctuations over time appear to be quite distinct from those that mark trade in manufactures.

2. Export and Import Propensities

The charts and tables below are an introduction to the changes in patterns of trade in manufactured goods between Canada and the United States witnessed in the last ten years. The charts show, for each of the two countries, two propensities: the average propensity to export to the other, measured as the ratio of exports to the other North American country to exports to all destinations; and the average propensity to import from the other country, measured as the ratio of imports from the other country, measured as the ratio of imports from

the other North American country to domestic supply. The corresponding figures can be found in Table 7.4 of Section 7 on basic data. Specifically, Charts 1 - 4 compare each of the two North American countries' propensity to export to each other to their propensity to import from each other. The propensity to import is the same concept as the "total market share". Because trade in automobiles and related equipment looms so large in the countries' merchandise trade, the charts show both total trade in manufactures and trade after exclusion of the transportation equipment industry.

Chart 1
Canadian Propensity to Export to the United States
Manufactured Goods



¹ Canadian \$ in US funds

Chart 2
U.S. Propensity to Export to Canada
Manufactured Goods

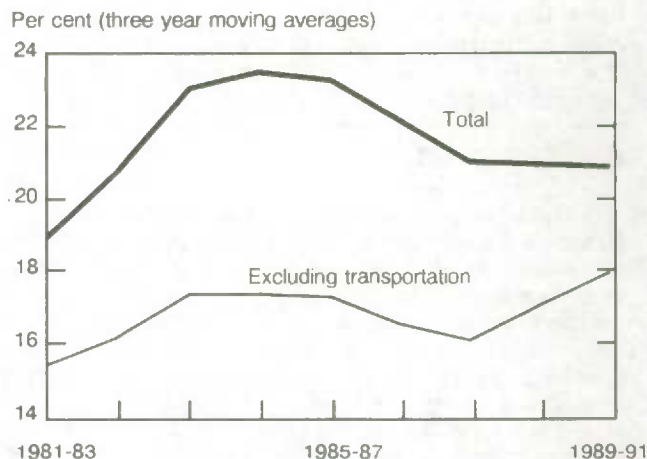


Chart 3
U.S. Propensity to Import from Canada
Manufactured Goods

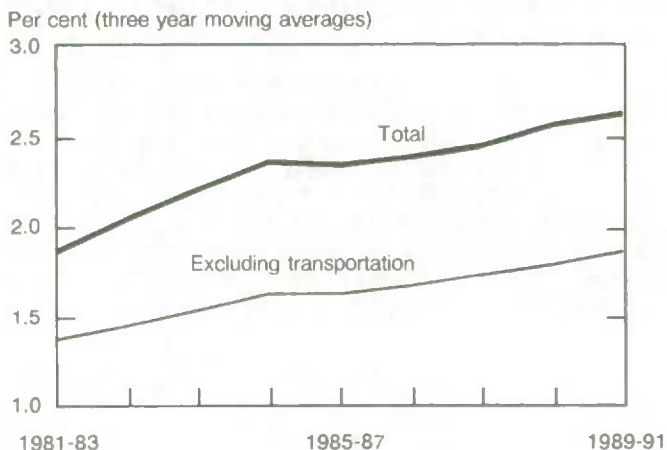
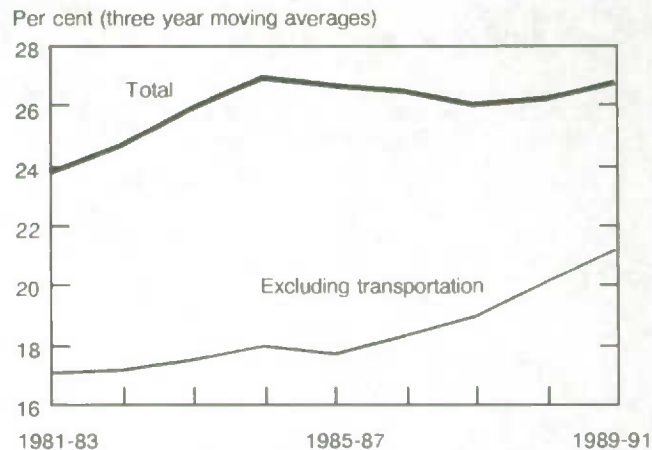


Chart 4
Canadian Propensity to Import from the U.S.
Manufactured Goods



In the last ten years, Canadian exports of manufactures to the United States as a share of all Canadian exports of manufactures climbed from 76 to 84 per cent and fell back to some 78 per cent (Chart 1). The share seems to have stabilized at that level: over the last three or so years, relatively little change is noticeable. Net of exports of transportation equipment, the profile is substantially the same, but lately the share has swung up.

Over the same period, U.S. manufactured exports to Canada as a proportion of total U.S. exports went through much the same pattern of change (Chart 2). However, net of transportation equipment, after dropping from 17.3 per cent in the mid-eighties to 16.0 per cent in 1988, exports showed a sharp comeback and have now peaked at almost 18 per cent.

Canadian manufactures as a proportion of U.S. domestic supply of manufactures resumed their gains in the U.S. market after slowing down between 1985 and 1987 (Chart 3). They have now reached a record share – 2.6 per cent of all manufactures available for domestic consumption in the United States. The same pattern held for the shares of non-transportation manufactures.

United States manufactures have staged a comeback in the Canadian market, after a three year decline, between 1985 and 1988 (Chart 4). Currently, they have almost matched a peak share of 26.9 per cent reached in 1985. But non-transportation manufactures, after a brief hesitation in 1986, resumed growth at a faster rate and

their share moved from just under 18 per cent in 1986 to 21.0 per cent currently, another record.

3. Combined Market: an Overview

The tables that follow allow for a closer comparison of the aggregate data presented in Charts 1 - 4. They are also the starting point of the examination of industries' export performance featured in this report. They show how much each of the suppliers to the combined market (United States and Canada) shared in overall growth as compared to their share in the market.⁵

Table 2 shows the absolute changes in the value of manufactures supplied to Canada and to the United States over the period 1981-83 to 1989-91. These changes are broken down in two ways: values are shown for the period as a whole and for its latter half – 1985-87 to 1989-91; and suppliers are divided into Canada, United States and all other countries combined. The supply of

⁵ The following is the comparison: define A_1 as the value of a country's supply to the market at the end of the period and A_0 at the beginning; define C_1 as the value of total supply to the market at the end of the period and C_0 at the beginning. Define share in the market as $(A_1 + A_0) / C_1 + C_0 \cdot 100$ which is a measure of the supplier's share at half mark of the period concerned. Define share in change as $(A_1 - A_0) / C_1 - C_0 \cdot 100$. The relation between these two ratios is an indicator of the extent to which the supplier has gained or lost share in a particular market.

Table 2

Summary of Changes in Markets for Manufactures: 1981-83 to 1989-91

(billions of U.S. \$ and per cent)

Market	Supplier	Whole Period 1981-83 to 1989-91				Second Half 1985-87 to 1989-91			
		Total	Can.	U.S.	Other	Total	Can.	U.S.	Other
United States									
End Period		2,901	76	2,477	348	2,901	76	2,477	348
Start Period		2,017	38	1,829	150	2,464	58	2,136	270
Change		884	38	648	198	438	18	341	78
Average Share in Market			2.3	87.6	10.1		2.5	86.0	11.5
Share in Change			4.3	73.3	22.4		4.1	78.0	17.8
Canada									
End Period		263	156	72	35	263	156	72	35
Start Period		160	107	39	14	194	118	53	23
Change		103	49	33	21	69	38	19	12
Average Share in Market			62.2	26.2	11.6		60.0	27.4	12.7
Share in Change			47.6	32.0	20.4		55.1	27.5	17.4
Combined									
End Period		3,164	232	2,549	383	3,164	232	2,549	383
Start Period		2,177	145	1,868	164	2,658	176	2,189	293
Change		987	87	681	219	506	56	360	90
Average Share in Market			7.1	82.7	10.2		7.0	81.4	11.6
Share in Change			8.8	69.0	22.2		11.1	71.1	17.8

Figures in italics – per cent

manufactures is defined as the sum of the production of manufactures in Canada and the United States plus their respective imports of manufactures from all origins minus their respective exports of manufactures to all destinations. Comparable figures for each of the twenty-two industries, as well as detail on imports by individual countries and country groupings are provided in Section 7.

The values of all manufactures are expressed in U.S. dollars to allow for the two markets to be combined. Prevailing exchange rates were applied to values originally determined in Canadian dollars. Some of the results arrived at are sensitive to the currency in which the underlying data are expressed. In fact, if shown in Canadian dollars, these results show bigger gains of share for Canada.

The following are the principal conclusions drawn from the table:

- Over the entire period, the supply of manufactures in the combined market increased by almost one trillion dollars. Canada's share of the increase was just under 9 per cent; its average share of the market was about 7 per cent. Accordingly, Canada's share in the total supply of manufactures to the combined market increased.
- Canada's gain of \$87 billion in the combined market was made up of \$49 billion at home and \$38 billion in the United States. The latter represented almost 44 per cent of the total gain. In fact, Canada accounted for 4 per cent of the increase in the U.S. market, even though its average share of the market was closer to 2 per cent.
- In the period 1985-87 to 1989-91, the combined U.S.-Canada market increased by \$506 billion or 19 per cent. Canada took 11 per cent of the increase (\$56 out of \$506 billion), even though its share of the market at the beginning of the period was only 6.6 per cent.
- One third of Canada's gain in the combined market in the second half of the period derived from its performance in the United States market.
- Relative to their average share, all other countries combined took a larger share than either Canada and the U.S., of the increase in the combined market; in the Canadian market; and in both halves of the period reviewed. For the period as a whole, other countries accounted for more than 22 per cent of the increase in the combined market even though they did not represent more than about 10 per cent of total supply. In Canada in the second half of the period, all countries other than Canada or the United States accounted for 17.4 per cent of the market's increase,

thereby improving their market share, but not quite as fast as in the U.S..

- The U.S. share in the Canadian market in the first half of the period increased, while in the second half it showed virtually no change.

4. Industry Analysis

The industry analysis shows which industries contributed most to Canada's gains, both at home and in the U.S. market, in the course of the period reviewed. For example, the industries producing transportation equipment, food, chemicals, electrical and electronic and paper accounted for well over half of Canada's gains in the combined market for the period as a whole. The same industries were responsible for three-quarters of the gains in the U.S. market in the course of the same period (even though food contributed proportionately less). Transportation equipment, electrical and electronic, and chemical industries accounted for most of the gains (over 70 per cent) recorded by Canada in the United States in the second half of the period.

Section 2

United States Market

From 1981-83 to 1989-1991, the U.S. market increased by almost \$900 billion and there was no significant difference between the increase in the first and the second half. Nor was there a significant difference in Canada's contribution to the overall change: just over \$20 billion in the first half and just under in the second. In terms of share gained, there was somewhat more of a difference: the second half gain, though substantial, was less than for the 1981-83 to 1985-87 period.

Other countries also gained market share in the United States, in the two halves of the period reviewed, more so than Canada. Actually, their performance in the U.S. market was similar to their performance in the Canadian market: successive and impressive gains in market share but with lesser share gains in the second half of the 1981-83 to 1989-91 period.

It was the U.S.'s domestic industry that showed substantial losses in market share, particularly in the first half of the period. From an average of 88 per cent for the entire period, the U.S. saw its position reduced to 86 per cent in the second half. Moreover, it only accounted for 78 per cent of the growth of its domestic market, implying a further reduction in its share.

Combined Market

Chart 5
Canadian Supply (1989-91)

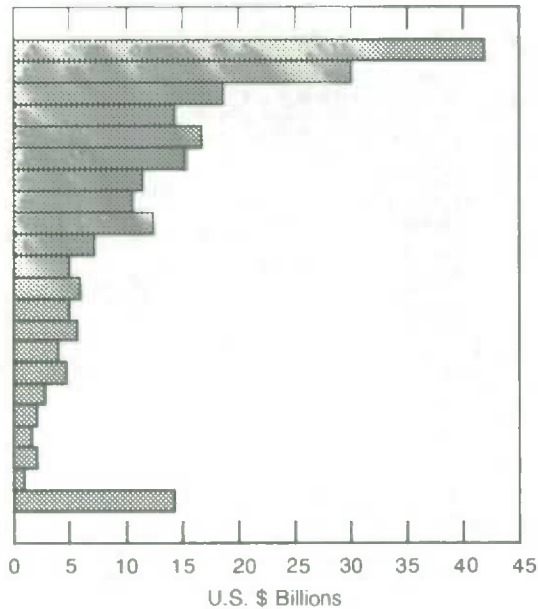
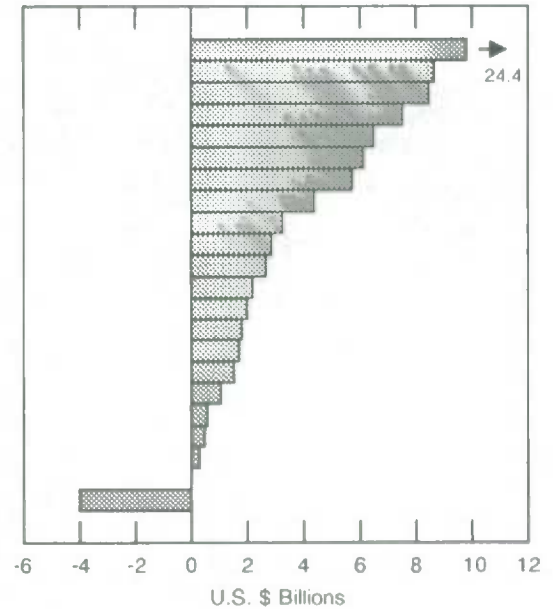


Chart 6
Change in Canadian Supply
(1981-83 to 1989-91)



Combined Market

Chart 7
U.S. Supply (1989-91)

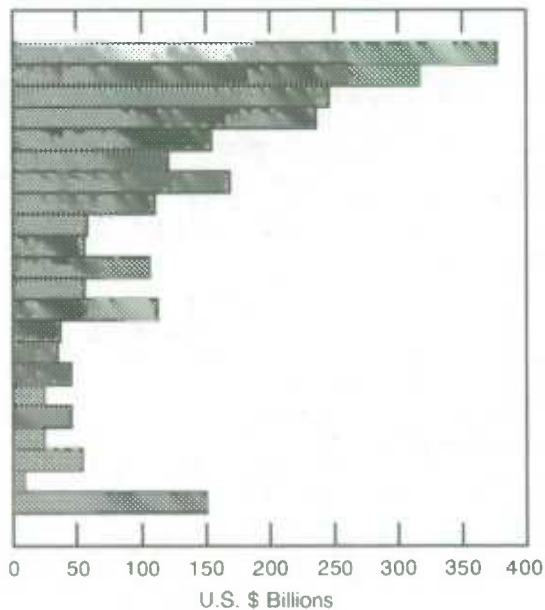
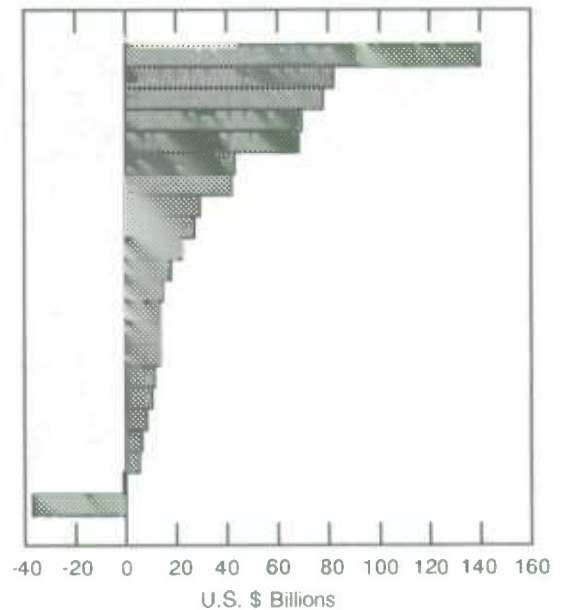


Chart 8
Change in U.S. Supply
(1981-83 to 1989-91)



United States Market

Chart 9
U.S. Imports from Canada (1989-91)

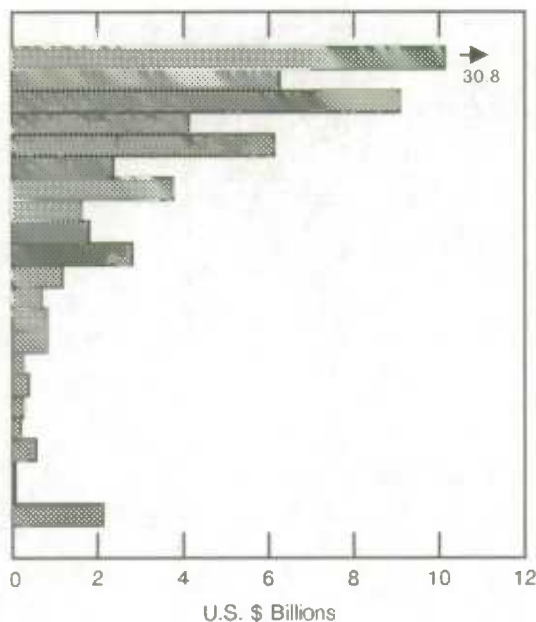
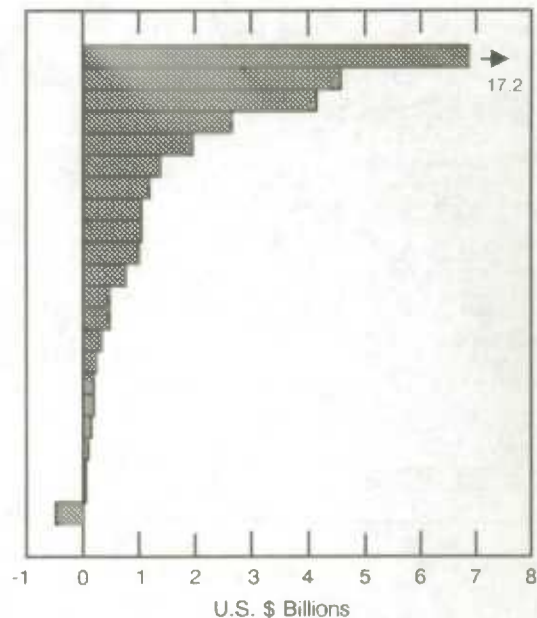


Chart 10
Change in U.S. Imports from Canada (1981-83 to 1989-91)



In terms of Canadian industries performance, there was a fair amount of diversity between the first and the second halves of the period under review. In the first half, twenty Canadian industries showed gains, some of which – primary metals in particular – were very strong. The only industry showing a loss in market share – beverages – was among the least sizeable in terms of the level of exports to the United States. One other industry – tobacco – showed no change in market share.

In the second half of the period, the number of Canadian industries recording share gains fell appreciably – from twenty to fifteen. The number of industries reporting loss in share rose to five – leather, wood, primary metals, printing, and refined petroleum (see Table 3). The remaining two industries – non-metallic minerals, and clothing – showed no change in share. However, among the industries that showed second half gains were machinery, transportation equipment, and electrical and electronic equipment, the last two being relatively sizeable in terms of Canadian exports.

Industries in all other countries supplying the U.S. market had a similar experience. In the first half of the period, twenty-one reported gains; only tobacco reported a loss in share. But in the second half, the number of gainers was down to thirteen with beverages, tobacco,

textile products, wood, primary metals, refined petroleum, primary textiles, and paper showing losses in U.S. market share. Plastic reported no change.

The United States reported a reverse pattern: The second half brought about a drop in the number of industries recording losses in shares. In the first half, only one industry featured as a gainer: tobacco's share actually grew. There were no industries recording "no change". But in the second half of the period, the number of share losers was down to eighteen with four – beverages, refined petroleum, primary metals and wood – actually gaining.

Table 3 shows the number of industries reporting gains and losses of market share. Table 4 shows the contribution to total change in the market by share gainers and losers. The data were compiled from the detailed tables in Section 7. Not reflected in the table, however, is a drop in the rate of share gain for some Canadian industries. For example, both furniture and transportation equipment gained share in the second half of the period but at a reduced rate compared to their gains in the first half. On the other hand, there was a much faster rate of share gain for Canadian electrical and electronic industries in the second half than in the first.

Table 3

Number of Industries classified according to change in share in U.S. market

United States Market

Period	Supplier								
	Canada			United States			Other Countries		
	Increase in Share	Decrease in Share	No Change	Increase in Share	Decrease in Share	No Change	Increase in Share	Decrease in Share	No Change
1981-83 to 1989-91	17	2	3	3	19	—	19	3	—
1985-87 to 1989-91	15	5	2	4	18	—	13	8	1

Table 4

Contribution by Industry to change in share in U.S. market

United States Market

(billions of U.S. \$)

Period	Supplier								
	Canada			United States			Other Countries		
	Increase in Share	Decrease in Share	No Change	Increase in Share	Decrease in Share	No Change	Increase in Share	Decrease in Share	No Change
1981-83 to 1989-91	37.8	1.3	-0.3	45.4	602.6	—	197.0	0.2	—
1985-87 to 1989-91	18.1	0.6	—	52.7	288.9	—	78.5	-1.6	0.7

Over the entire period, the value of manufactures supplied to the U.S. market by all other countries, increased by almost \$200 billion. This is between a fifth and a fourth of the market's total increase. A handful of countries — Japan, the EEC, and the Southeast Asian newly industrialized countries (hereafter NICs)⁶ accounted for two thirds of the increase.

The experience of the selected suppliers to the U.S. market in the course of the period reviewed was uneven. For example, 61 per cent of total growth took place in the first half of the period. During that time, Japan, the EEC, and NICs contributed over four fifths (81 per cent) of the market's increase. In the second half of the period, however, the same countries accounted for somewhat less than half.

Japan alone contributed one third of the increase in the U.S. market during the first half of the period. In the second half, its share of the increase dropped to one sixth.

EEC countries accounted for over one fourth of the first half growth. Their share of the change also dropped to one sixth.

The NICs appeared to have held on to their part of the market somewhat better even though their share of the change also dropped from 21 to 16 per cent.

The gainers in the second half of the period are not shown in Table 5. They are first and foremost China, P. Rep. and Mexico.

In terms of industries, the experiences also varied from one country to another and among industries. There were few patterns carried over between the first and the second halves of the period reviewed.

For example, in the case of Japan, the top industry contributors to the first half change were the transportation equipment, electrical and electronic, and machinery industries (jointly these three industries accounted for 87.5 per cent of total growth). But, in the second half of the period, machinery dropped out of the list of the top three contributors to the increase in the U.S. market. Electrical and electronic industries took first place among the contributors to growth. Transportation equipment came a distant second.

In terms of the propensity to import Japanese goods produced by any of the top rated industries into the United States, the statistics suggest a drop between the first and the second halves of the period reviewed.

⁶ NICs include the newly industrialized countries of the Republic of Korea, Hong Kong, Taiwan, and Singapore.

Table 5

Net Contribution to Change in U.S. market**Selected Countries**

(billions of U.S.\$)

	All Other Countries*	Japan	Newly Industrialized	EEC
1981-83 to 1985-87	120	40	25	32
1985-87 to 1989-91	77	13	12	12
1981-83 to 1989-91	197	53	37	44

* Excluding Canada and the United States

The top industry contributors to the change accounted for by the EEC in the U.S. market between 1981-83 and 1985-87 were transportation equipment, machinery, and toys and precision instruments (other manufacturing). In the second half of the period, however, transportation equipment ranked a poor third to toys and precision instruments and to electrical and electronic equipment. Machinery dropped out of the list. All industries mentioned lost in terms of the U.S. propensity to import from them.

Finally, the experience of the NICs was somewhat more consistent. The major contributor to change in the two halves of the period was the electrical and electronic industry. Clothing and toys and precision instruments remained in second and third place respectively but with vastly diminished contributions. Exceptionally, the propensity to import goods produced by the NIC's electrical and electronic industries went up between the two halves of the period mentioned.

Section 3

Canadian Market

The salient facts of trade in the Canadian market over the entire period covered, 1981-83 to 1989-91, are that the value of manufactured goods available for domestic use increased by 64 per cent and that about two thirds of the increase took place in the second half of the period. Overall, Canada's manufacturing industries lost share in their domestic market but most of those losses took place in the first half. Indeed, while Canadian industries only

accounted for \$11 billion out of a first half increase of \$34 billion (marginally less than one third) it accounted for \$38 billion out of \$69 in the second half (well over half).

The story for the other suppliers – the United States and all other countries – also showed variation between the two halves of the period. In the case of the United States, while its overall share of the Canadian market was only marginally more than 25 per cent, its supplies of manufactured goods to Canada accounted for over 40 per cent of the market's increase in the first half of the period. This rate of increase in share was not sustained in the latter half of the period; the share in the change was of the same order of magnitude as the U.S.'s share of the market. Other countries saw their share increase rapidly in the 1981-83 to 1985-87 period, and somewhat less rapidly in the 1985-87 to 1989-91 period. In this respect, their performance was similar to that recorded for the United States's market.

There were considerable differences in the experience of individual industries both among themselves and in terms of the first and second halves of the period reviewed. The home share losses experienced by Canadian manufacturing industries were widespread. In the first half of the period, eighteen industries lost share and four gained. In the second half of the period, nineteen industries lost share, and three gained. The gain in tobacco, machinery, and transportation equipment offset a substantial part of the market share losses experienced by other industries.

There were a number of reversals. The industries that went from share loss to share gain were machinery and transportation equipment. Plastics, printing and primary metals also reversed their performance, but in the opposite direction. Only the tobacco industry gained share in both periods.

Canadian Market

Chart 11
Canada's Imports from U.S. (1989-91)

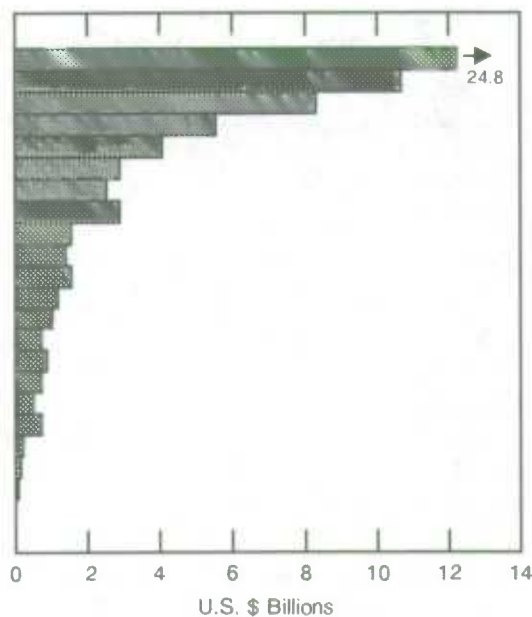


Chart 12
Change in Canada's Imports from U.S.
(1981-83 to 1989-91)

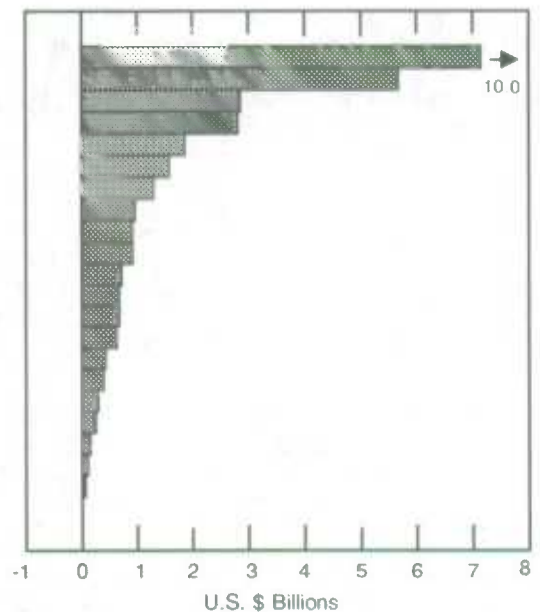


Table 6
Number of Industries classified according to type of change in share in Canadian market
Canadian Market

Period	Supplier								
	Canada			United States			Other Countries		
	Increase in Share	Decrease in Share	No Change	Increase in Share	Decrease in Share	No Change	Increase in Share	Decrease in Share	No Change
1981-83 to 1989-91	4	18	-	18	4	-	20	2	-
1985-87 to 1989-91	3	19	-	19	3	-	14	6	2

Table 7
Contribution by industry to change in share in Canadian market
Canadian Market
(billions of U.S.\$)

Period	Supplier								
	Canada			United States			Other Countries		
	Increase in Share	Decrease in Share	No Change	Increase in Share	Decrease in Share	No Change	Increase in Share	Decrease in Share	No Change
1981-83 to 1989-91	15.0	34.3	-	19.6	13.5	-	21.2	-	-
1985-87 to 1989-91	8.2	29.7	-	18.2	0.8	-	9.4	1.9	0.7

The performance of U.S. industries in the Canadian market appeared to improve markedly between the first and second half of 1981-83 to 1989-91. This happened in spite of the fact that, overall, the U.S. just managed to maintain its share of the Canadian market in the second half whereas it improved its standing in the earlier period. The explanation is that some of the share losses in the second half of the period cut deeper; in particular, there was a noticeable drop in the share of U.S. transportation equipment industries in the Canadian market.

In the first half of the period, only nine U.S. industries could claim improvements in their share of the Canadian market. Twelve recorded losses and one did not move perceptibly. In the second half, the total number of gainers rose to nineteen; and only three (beverages and tobacco in addition to transportation equipment) experienced a loss of share. Some of the gains were pronounced: those by clothing, furniture, and primary metals. However, in absolute terms, the corresponding markets did not expand much over the second half of the period.

The experience of Other countries' industries was the reverse of that recorded for the United States. In the first half of the period, nineteen industries experienced gains. Tobacco, wood, primary metals and refined petroleum showed losses. In the second half of the period, the number of industries showing gains dropped to fourteen with four industries showing no change (paper, printing, chemicals, and toys and precision instruments).

Some gains were very pronounced: leather (in both periods); primary textiles (in the first period); and plastics and machinery (both in the first period). Large gains in share were made by the machinery industry, but only in the first half of the period covered, and the transportation equipment and the electrical and electronic industries in both halves of the period.

Table 8 shows a selection of countries or country groupings which accounted for most of the share gains in the Canadian market.

The joint experience of Japan, the EEC, and the NICs in the Canadian market is not altogether different from their experience in the United States. Between the first and the second halves of the period reviewed, these countries accounted for proportionately less than the growth in supply to the Canadian market. Unlike their

experience in the U.S., the extent to which their second half performance fell short of the first half, was also less – from some 81 to 64 per cent.

Also unlike the United States, there was less contrast in the country structure of contributions to change between the first and the second halves of the period reviewed. And still unlike their experience in the United States, the EEC remained unchallenged as the principal contributor to the increase posted by the Canadian market.

Within each of the supplying countries or country groupings, there were changes in the industrial composition between the first and the second halves of the period under review.

In the case of Japan, in the first half of the period, the principal contributing industries in descending order of contribution were transportation equipment, electrical and electronic, machinery, and toys and precision instruments. Together, these industries accounted for 93 per cent of Japan's total contribution to the increase in the value of manufactures supplied to Canada's home market. The same industries retained their rank in the second half. Their share of the overall change was even higher – 95 per cent. But of the four, only transportation equipment saw its share in change increase at a faster rate.

In the case of the EEC, one striking feature was the fact that many more industries shared in the community's contribution to change in the Canadian market. This was the case in both halves of the period reviewed. Machinery, transportation equipment, chemical, and electrical and electronic industries accounted for 51 per cent in the first half and for two thirds of the overall change for the EEC in the second half.

In the case of the NICs, three industries (electrical and electronic, toys and precision instruments, and clothing) out of four (transportation equipment being the fourth) that contributed most of the change in the first half of the period continued to be the major contributors in the second half. A striking feature was the enormous increase in the importance of the electrical and electronic industry as a contributor to change. From a share of about 25 per cent of the total change recorded in the first half of the period, it rose to half in the second.

Table 8

**Net Contribution to Change in Canadian Market
Selected Countries**
(billions of U.S.\$)

Period	All Other Countries*	Japan	Newly Industrialized	EEC
1981-83 to 1985-87	9	2	2	3
1985-87 to 1989-91	12	3	2	3
1981-83 to 1989-91	21	5	4	6

* Excluding Canada and the United States

Section 4

Miscellaneous Topics

A number of tests were applied to the data to analyze their properties, in particular in connection with trade-related variables. What follows is a summary of some of these tests, the results of which shed further light on the trading patterns between Canada and the United States over the last decade.

1. Changes in Tariffs

For Southbound trade, (trade in the United States market) U.S. tariff rates were compiled and weighted by the respective trade flows for the years 1989 and 1991. The weighted rates were aggregated into the twenty-two industry categories. These categories were subsequently related to the change in the U.S. propensity to import from Canada for each of the industries and years mentioned. The presumption was that, as tariffs were

reduced, the propensity to import would increase. This association is borne out by Chart 13. The degree of negative correlation between the two variables is -0.80 which implies that almost two thirds of the variability (coefficient of determination of 0.64) in the changes in import propensity can be attributed to corresponding changes in tariff rates.

The same test was conducted on Northbound trade, this time using the Canadian tariff in association with changes in Canadian propensities to import from the United States. The weighting and aggregations and the period covered were strictly the same as for Southbound trade. The results, while not as marked as for Southbound trade, are nevertheless revealing.

The coefficient of correlation is estimated at -0.69 which implies that just under half the variability in the Canadian propensities to import from the United States can be accounted for by the reduction in Canadian tariffs (Chart 14).

Note that for primary textiles, textiles, and clothing, all of which were relatively protected by tariffs, the strength of the negative association is particularly marked.

Chart 13

Change in Tariff Rate by Per cent Change in U.S. Import Propensity from Canada, (1989-91)

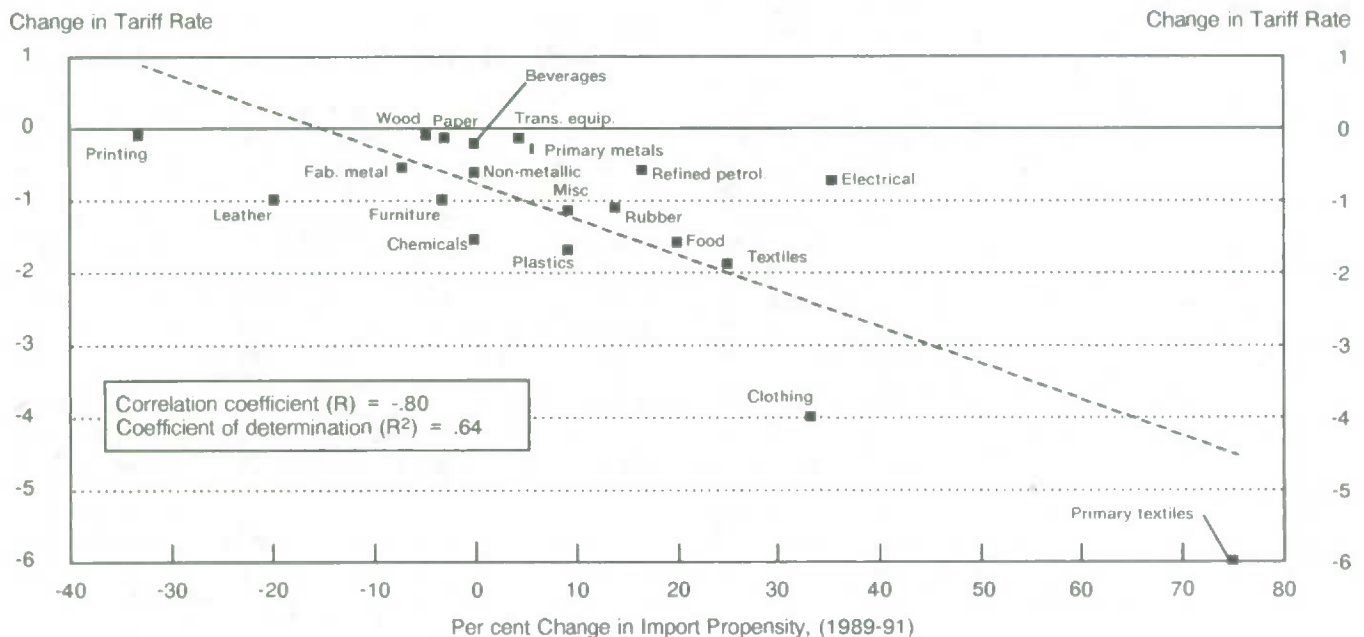
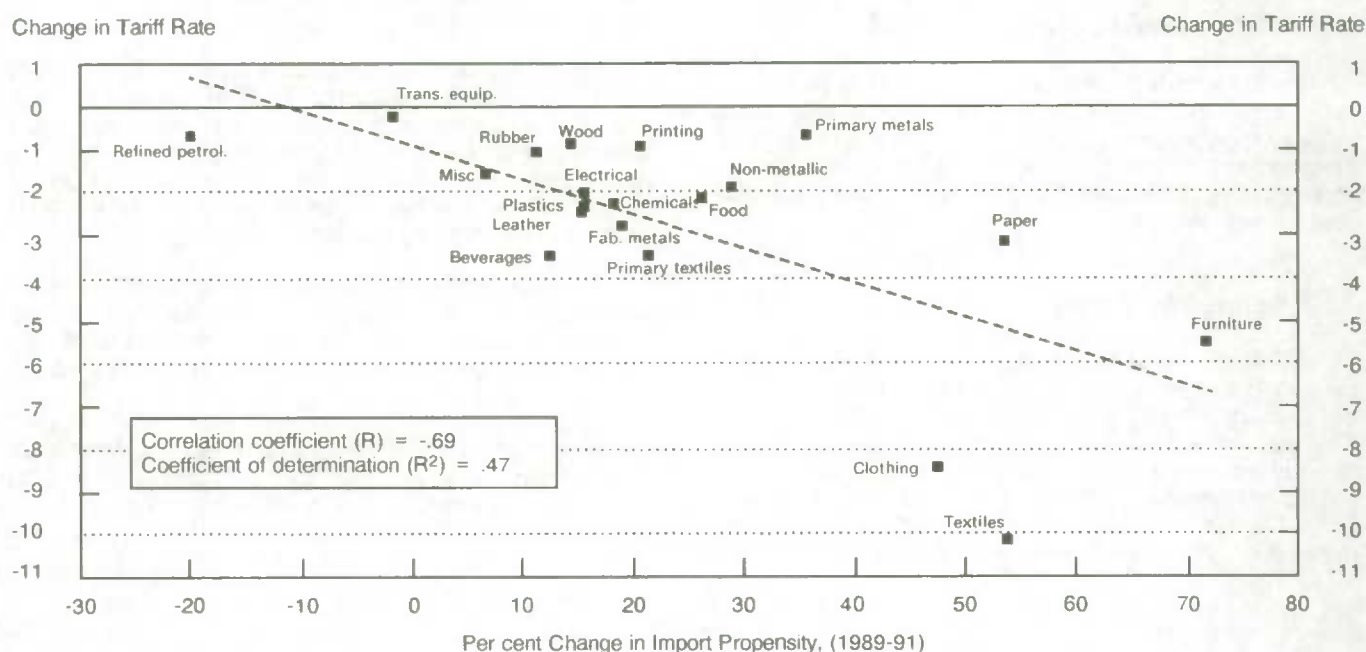


Chart 14

Change in Tariff Rate by Per cent Change in Canadian Import Propensity from U.S., (1989-91)



2. Relative Performance and Absolute Size

To assess whether relative gains in share might be easier for industries with well established export performance than for those with less of an export foothold, tests were conducted using data for the second half of the period to identify any relationship between the relative gains by Canada and the United States in each other's markets, and the size of industries making such gains. For purposes of the tests, Canadian industries were classified by the difference between their share in the U.S. market and that of Canadian manufacturing industry as a whole. Those differences are marked on the y-axis of the scatter diagram shown in Chart 15. The gains (and losses) in share are also related to the performance of manufacturing as a whole and marked on the x-axis. The difference between the two scales is that differences on the y-axis are absolute whereas those on the x-axis are relative. The resulting pattern suggests that, in fact, it was the industries with smaller shares that showed the largest relative gains. Indeed, twelve such industries appear in the fourth quadrant (tobacco and primary textiles not shown in chart due to scale limitations). One outstanding exception was transportation equipment which, in spite of having a much larger share than average, also reported moderate relative gains in its share of the U.S. market.

The same test conducted on Northbound trade showed similar results (Chart 16). Sixteen U.S. industries appear in the fourth quadrant (clothing and furniture not shown in chart due to scale limitations). The outstanding

exceptions are transportation equipment – which in the case of the United States actually lost share – and machinery, which showed a very modest gain in share.

3. Canadian/U.S. Share Gains and Losses

This test was designed to verify that relative share gains by Canadian industry in the U.S. market were associated with relative share losses by U.S. industry. The experiment was carried out for the period as a whole and for the second half. The scatter diagrams (Charts 17 and 18) show changes in performance of U.S. industries in the U.S. market on the y-axis and changes in performance of Canadian industries in the U.S. market on the x-axis. The results are not entirely obvious: for the period as a whole there is no strong association although most Canadian industry gainers correspond to U.S. industry losers. But this is no more than a statement that there is a large majority of the former and an equally large majority of the latter. More interesting is the fact that for the second half of the period the association is much more marked.

The same exercise performed on Northbound data produced results which were less obvious (Chart 19 and 20). Once again there is a concentration of points in the second quadrant but it means no more than the fact that there are large numbers of U.S. share gainers and equally large numbers of Canadian share losers. There is very little suggestion that the degree of loss is in any way associated with the corresponding degree of gain.

Chart 15

U.S. Propensity to Import from Canada

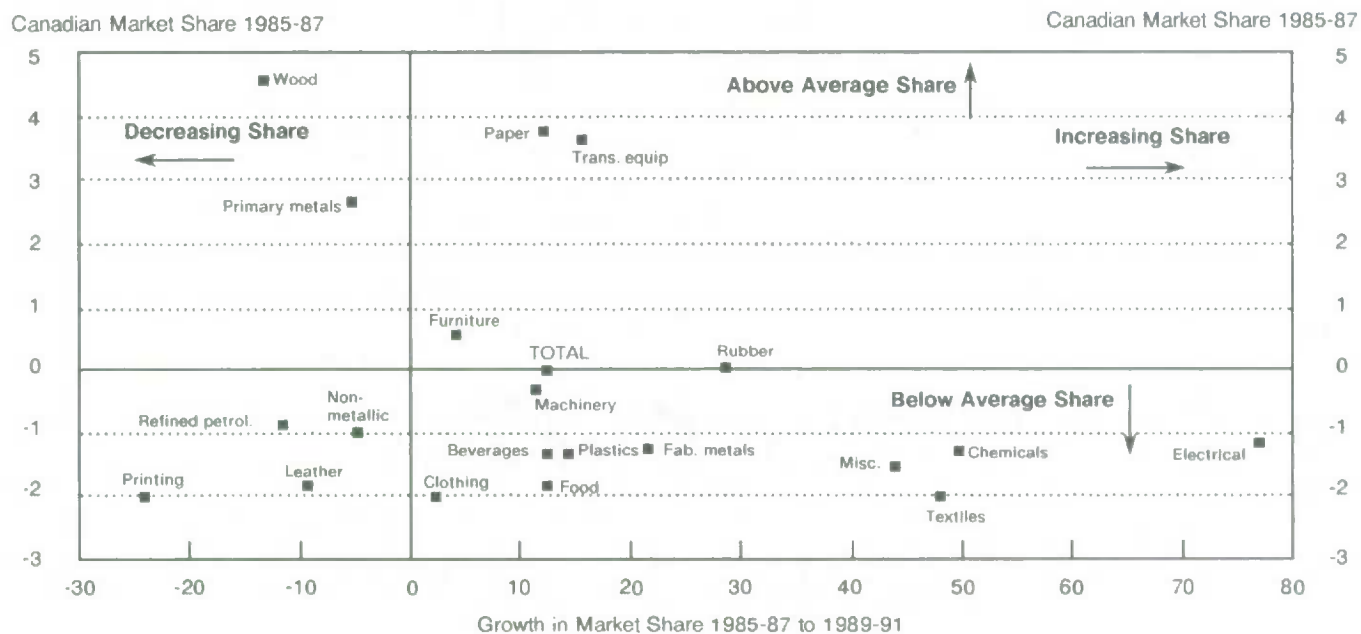


Chart 16

Canadian Propensity to Import from U.S.

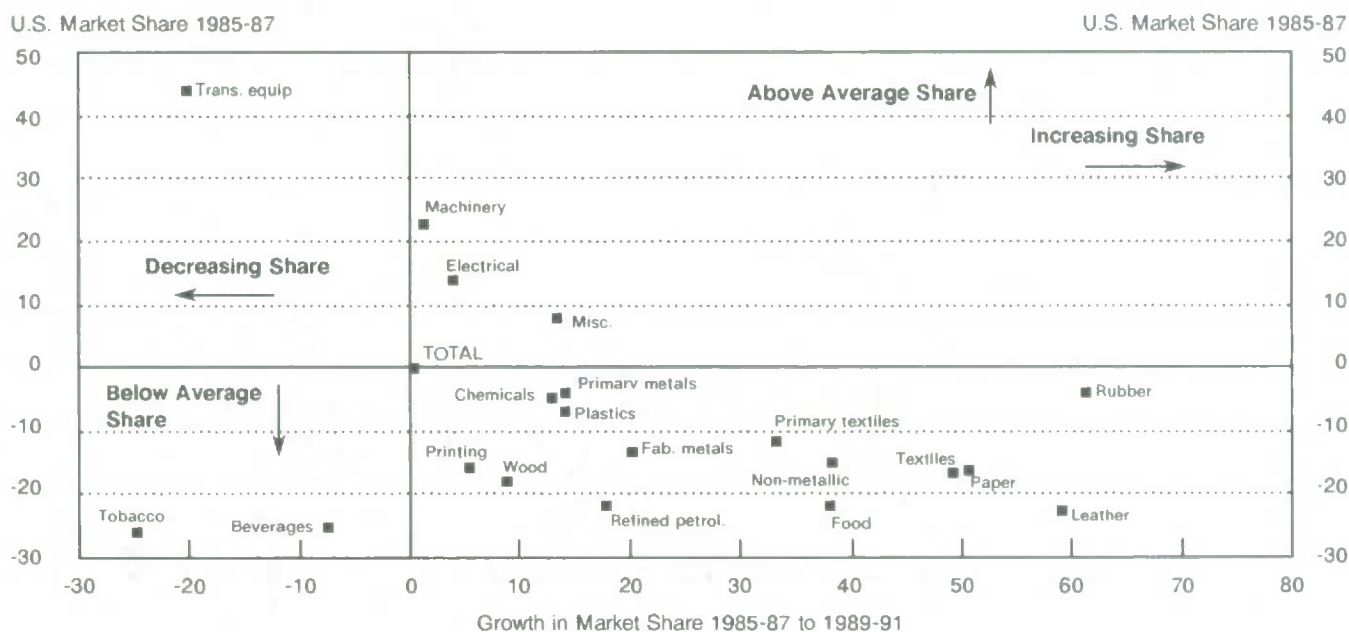


Chart 17

Relative Changes in Share in U.S. Market (Canada, United States) 1981-83 to 1989-91

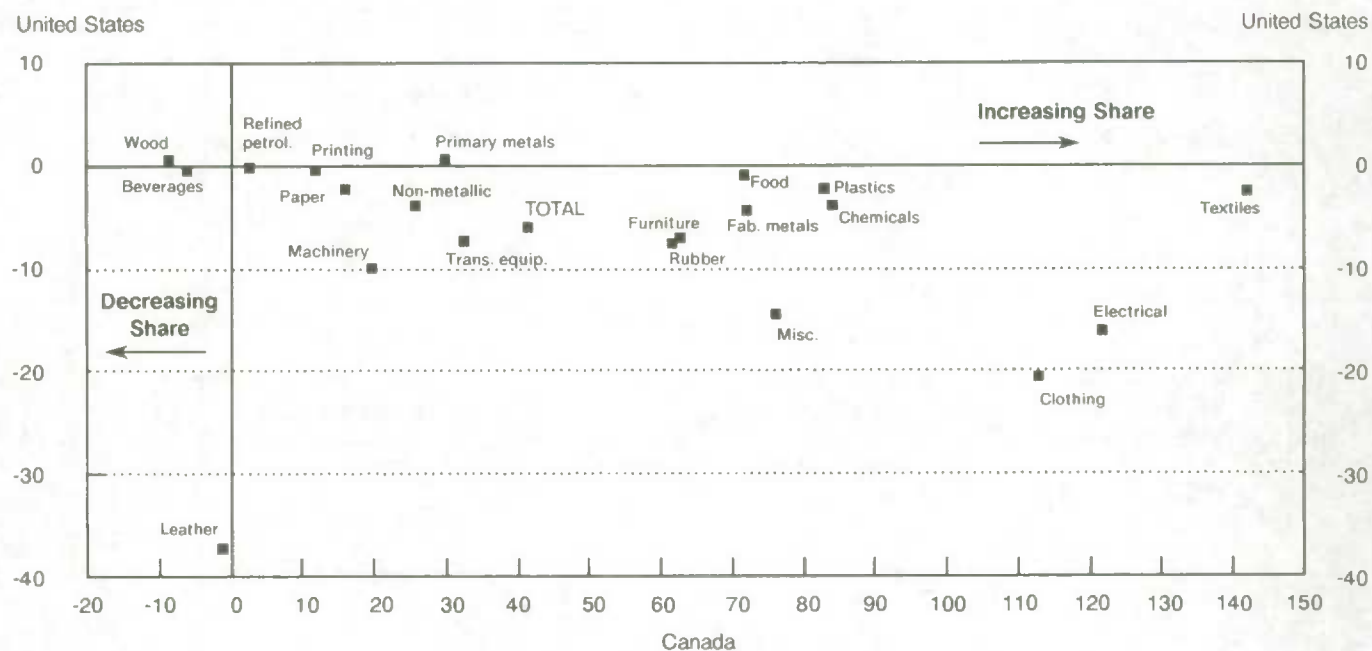


Chart 18

Relative Changes in Share in U.S. Market (Canada, United States) 1985-87 to 1989-91

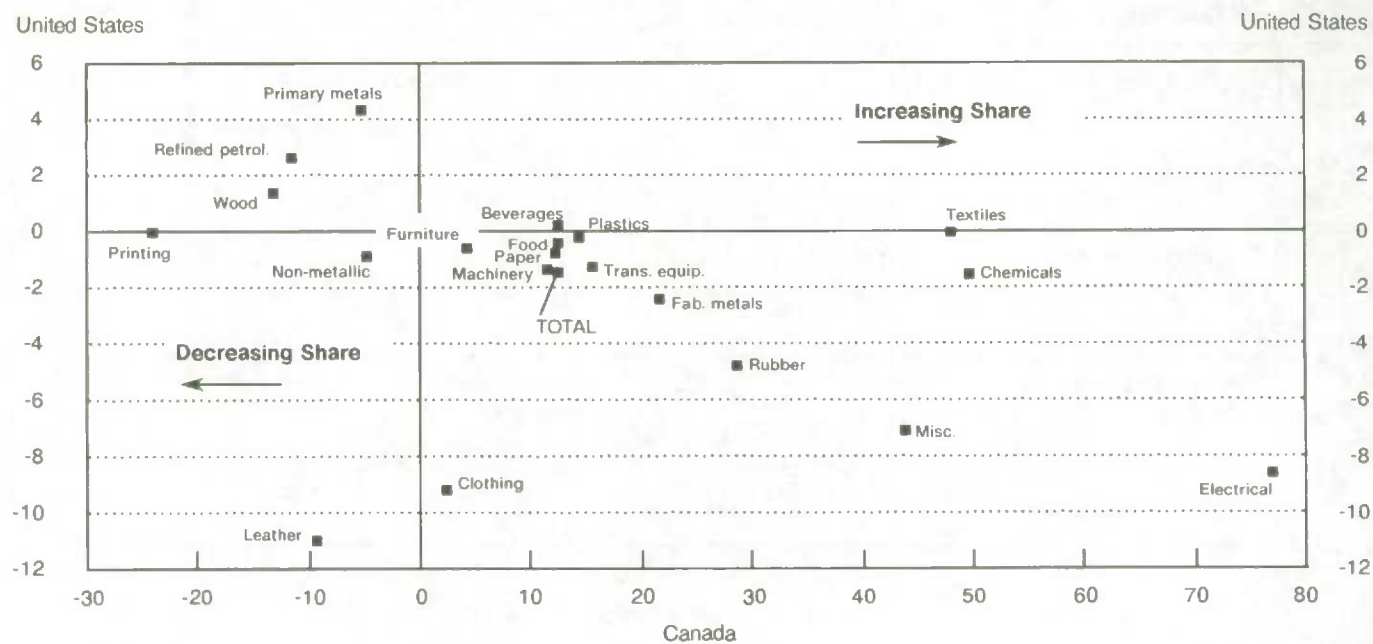


Chart 19

Relative Changes in Share in Canadian Market (Canada, United States) 1981-83 to 1989-91

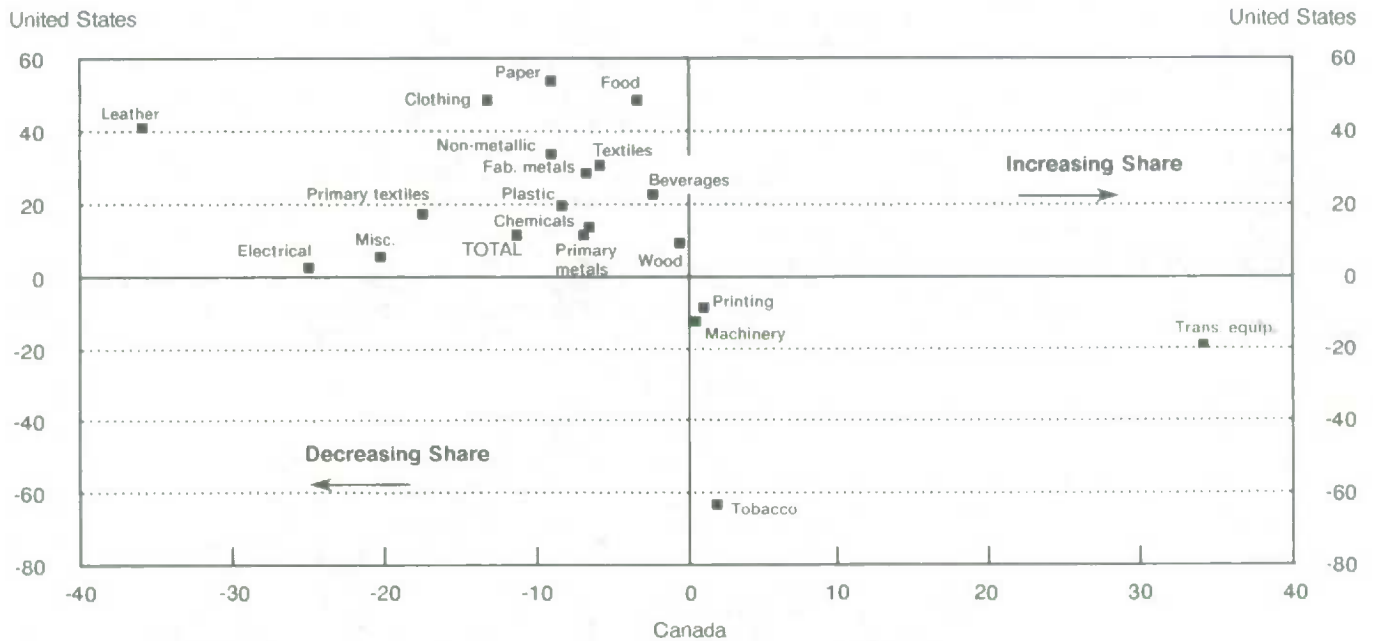
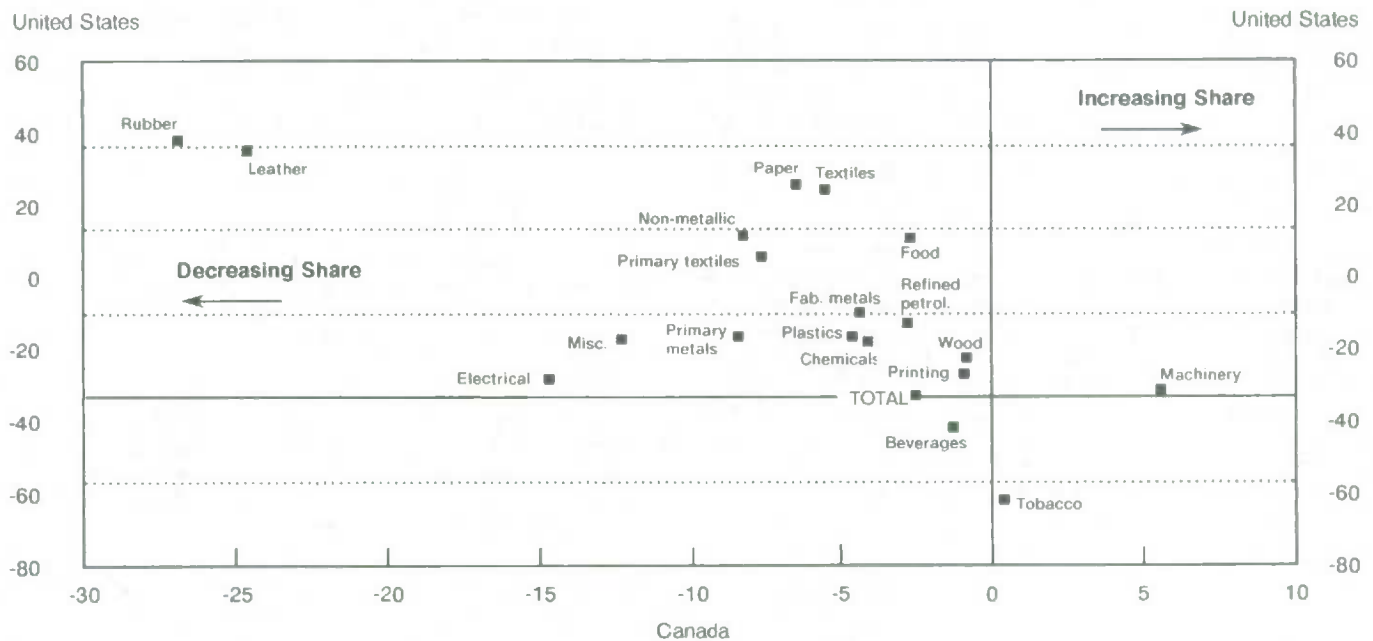


Chart 20

Relative Changes in Share in Canadian Market (Canada, United States) 1985-87 to 1989-91



4. Exchange Rates

The value of the Canadian dollar in U.S. funds has a high degree of association with the Canadian propensity to export to the United States. However, it is also highly related to the U.S. propensity to export to Canada. Given the fact that the two relationships are positive, their joint significance is open to question. More work is required before these relationships become interpretable. The issue is how the exchange rates affect contracts for U.S. purchases of Canadian merchandise and conversely Canadian purchases of U.S. goods. Because so many of these contracts are denominated in U.S. rather than in Canadian dollars, the impact of appreciations and depreciations of the two currencies vis-à-vis each other is neither immediate nor necessarily in the obvious direction. Chart 1 of Section 1 shows the U.S./Canadian dollar exchange rates for the entire period plotted against the Canadian propensity to export to the United States market.

Section 5

Mexico in the U.S. Import Market

Canada-Mexico trade is relatively small. Northbound it represents less than two billion dollars annually or 1.3 per cent of all Canadian imports. Southbound it represents even less – half of one per cent (\$640 million) of all Canadian exports. Seen from Mexico's point of view, the proportions are somewhat more significant (2.4 per cent of Mexican exports and 1.3 per cent of imports). Even so, Canada is not among Mexico's top ranking trade partners. However, Mexico has become a ranking trade partner of the United States. For example, it is among the top ten exporters to the United States in eighteen out of twenty-two manufacturing industries. Moreover, on the surface, the range of its exports overlaps substantially with that of Canada.

The comparison of Canadian and Mexican imports into the United States has as its objective to estimate that part of Canadian trade that appears to be in direct competition with Mexico's. The method used to estimate the extent to which imports from the two countries overlap is indirect. It consists of several stages. In the first stage, all imports of manufactured goods were selected for which both Mexico and Canada share the same detailed product classification code. In terms of the classification used by the United States to break down its imports, maximum detail is described by a ten digit code (the six standard digits of the Harmonized System plus four

additional digits which incorporate both tariff and a supplementary statistical annotation). The Canadian value of the import classes in which there is overlap was tabulated after being assigned to one of the twenty-two manufacturing industries.

In a second stage, unit values (the ratios of the value of the imports for a given ten-digit category to its corresponding quantity) for imports from Mexico and from Canada were compared. In the overwhelming majority of cases, the distribution of the ratios of Mexican to Canadian unit values was bell-shaped with the highest frequencies centred around a unit ratio. Accordingly, the two tails of the distribution were cut off at the third percentile. Only those categories were retained for which the ratio of Mexican to Canadian unit values was within 0.03 and 11.9. This supplementary constraint was used to eliminate those categories for which, in spite of sharing the same label, imports from the two countries were almost certainly different goods.

In a third stage, only those categories were retained for which Mexican or Canadian imports as a proportion of the sum of Mexican plus Canadian imports fell within a given range. This had the purpose of excluding cases where, a priori, imports from Mexico or Canada were incidental. Two thresholds were chosen: one and three per cent of imports from the two origins.

The results of these thresholds are described in Table 9 below, both for imports of all manufactured products and for each of the twenty-two manufacturing industries. The results show a very rapid drop in overlap as the stringency of the similarity tests increase: from a calculated overlap of 42 per cent of Canadian trade, down to 20 per cent at the 1 per cent threshold, and a further drop to 15 per cent at the 3 per cent level.

The periods chosen for these comparisons – the years 1989 and 1991 – were averaged.

In the first stage, the range of the overlap by manufacturing industry, representing imports from the two countries of goods of similar specification, is wide: at one extreme a mere 4.5 per cent for furniture and fixtures, and at the other, just over 83 per cent for clothing. More typical overlaps are 64 per cent for primary metals, 57 per cent for fabricated metals, and 66 per cent for paper. Less marked, but by no means insignificant, are the overlaps for transportation equipment (33 per cent), electrical and electronic (42 per cent) and chemicals (38 per cent).

While the application of the thresholds resulted in a dramatic drop in overlap, all industries were not affected equally. At the 3 per cent level, the tobacco industry showed no overlap, paper (4 per cent), primary metals (14 per cent), and the electrical and electronic's overlap dropped by half to 20 per cent.

Table 9

Areas of Competition in United States Imports: Canada - Mexico

Average for 1989/1991

SIC	U.S. Imports from Canada and Mexico	Of which: Imports from Canada	Of which: Overlap with Mexico		Overlap's Share in Manufactured Imports from Canada			
			at 1% level	at 3% level	at 1% level	at 3% level		
			Millions of U.S.\$			%		
Total Manufacturing	97,347	75,956	31,925	15,625	11,466	42.0	20.6	15.1
Food	2,425	1,840	599	417	275	32.5	22.7	14.9
Beverages	801	561	224	219	201	40.0	39.1	35.9
Tobacco products	91	86	69			80.5	0.0	0.0
Rubber products	951	848	651	379	332	76.7	44.7	39.1
Plastic products	821	663	279	217	171	42.1	32.7	25.8
Leather and allied products	338	88	65	49	44	73.0	55.4	49.7
Primary textiles	419	292	135	109	82	46.2	37.4	28.1
Textile products	376	186	112	86	77	60.0	46.2	41.4
Clothing	1,007	269	224	171	160	83.2	63.5	59.4
Wood	4,003	3,778	326	157	136	8.6	4.2	3.6
Furniture and fixtures	3,283	2,685	120	100	92	4.5	3.7	3.4
Paper and allied products	9,089	8,851	5,794	524	397	65.5	5.9	4.5
Printing, publishing and allied	430	378	310	221	176	81.9	58.4	46.5
Primary metals	7,230	6,409	4,077	999	899	63.6	15.6	14.0
Fabricated metal products	3,228	2,445	1,382	902	759	56.5	36.9	31.0
Machinery	3,428	2,753	935	405	238	34.0	14.7	8.6
Transportation equipment	35,003	30,555	10,140	6,795	4,467	33.2	22.2	14.6
Electrical and electronic products	14,607	6,237	2,606	1,516	1,227	41.8	24.3	19.7
Non-metallic mineral products	1,296	785	423	304	277	53.8	38.7	35.3
Refined petroleum and coal products	2,249	2,013	1,266	655	259	62.9	32.5	12.9
Chemical and chemical products	4,715	4,089	1,533	861	749	37.5	21.1	18.3
Other manufacturing	3,057	1,643	656	537	446	39.9	32.7	27.2

Section 6

Methodology and Technical Notes

1. Definitions and General Principles

This section defines the relationships used.

(a) Definitions

Export propensity:

$$\frac{\text{Exports to Country A from Country B}}{\text{Exports to all Countries from Country B}}$$

Total Market Share:

$$\frac{\text{Imports from Country A into Country B}^6}{\text{Domestic Supply for Country B}}$$

where

Domestic Supply:

$$\text{Manufacturing shipments} + \text{Imports} - \text{Exports}$$

Import Market Share:

$$\frac{\text{Imports from Country A into Country B}}{\text{Imports from all Countries into Country B}}$$

Relative Change in Share:

If m_{ij} is the value of imports at periods 0 and t of goods manufactured by industry j in country i , the identity is:

$$\frac{m_{ij}^t}{m_{ij}^0} = \underbrace{\frac{\sum_j \Sigma_i m_{ij}^t}{\sum_j \Sigma_i m_{ij}^0}}_a \cdot \underbrace{\frac{\Sigma_i m_i^t}{\Sigma_i m_i^0}}_b \cdot \underbrace{\frac{\Sigma_j \Sigma_i m_{ij}^0}{\Sigma_j \Sigma_i m_{ij}^t}}_c \cdot \frac{m_{ij}^t}{m_{ij}^0} \cdot \frac{\Sigma_i m_i^0}{\Sigma_i m_i^t}$$

⁶ or imports *originating* in Country A.

and the terms denoted by a, b, and c correspond to the three components listed above. Component c is the "relative performance" of industry j of country i in market $\Sigma_j m_{ij}$.

(b) Data Sources

Three main classification types are used in the study: industry, commodity and geographic.

The lack of common classification systems presented a number of problems which were overcome by converting much of the data given below into the Canadian Standard Industrial Classification. The data used were:

	Period	Industry	Commodity	Geographic
United States				
Shipments	81-86	US-SIC-72	Prod. List	United States
	87-91	US-SIC-87	Prod. List	United States
Imports	81-88	N/A	TSUSA	Schedule C
	89-91	N/A	US-HS-10M	Schedule C
Exports	81-88	N/A	Schedule B	Schedule C
	89-91	N/A	US-HS-10X	Schedule C
Canada				
Shipments	81-87	CA-SIC-80	ICC	Canada
	88-91	CA-SIC-80	SCG	Canada
Imports	81-87	N/A	CITC	CA-CNTRY
	88-91	N/A	CA-HS-10	ISO
Exports	81-87	N/A	XCC	CA-CNTRY
	88-91	N/A	CA-HS-8	ISO

US-SIC-72: United States Standard Industrial Classification: Version 1972

US-SIC-87: United States Standard Industrial Classification: Version 1987

Schedule C: United States Tariff: Country Codes

ISO: Canadian Country Codes

CA-CNTRY: Canadian Country Codes

Prod. List: United States Commodity Classification

TSUSA: United States Tariff Schedule for imports

US-HS-10M: Harmonized System of Commodity Classification: United States customs tariff import implementation

Schedule B: United States Commodity Classification schedule for exports

US-HS-10X: Harmonized System of Commodity Classification: United States export implementation

CA-SIC-80: Canada: Standard Industrial Classification: Version 1980

ICC: Canada: Industrial Commodity Classification

SCG: Canada: Standard Classification of Goods: HS system extension

CITC: Canadian International Trade Classification: Imports

CA-HS-10: Canada: Harmonized System of Commodity Classification: customs tariff for imports

XCC: Export Commodity Classification: Canada

CA-HS-8: Canada: Harmonized System of Commodity Classification: export

N/A: Not available/applicable

The data were obtained from:

United States shipments: U.S. Department of Commerce, Bureau of the Census, Industry Division

United States imports and exports: U.S. Department of Commerce, Bureau of the Census, Foreign Trade Division

Canadian Shipments:

Statistics Canada, Industry Division

Canadian imports and exports:

Statistics Canada, International Trade Division

(c) Concepts

Trade figures are collected and compiled by commodity rather than by industry. In order to derive trade figures by industry, the commodity detail compiled by Canada and the U.S. was assigned to categories of the 1980 Canadian Standard Industrial Classification (CA-SIC-80) and the United States 1987 Standard Industrial Classification. Moreover, for the United States, trade and shipments by industry were concorded to the CA-SIC-80, such that the data by industry in this publication are all expressed in terms of the CA-SIC-80. A more complete discussion of the process is given in the concordance section below.

(d) Commodity Classification

Since 1988, Canada has used the Harmonized Commodity Description and Coding System (HS) at the 6-digit level, containing approximately 6,000 commodities for the classification of shipments, imports and exports. Additional digits are used for extra detail: 2 for Exports (the Canadian Export Classification or CEC), 3 for shipments (the Standard Classification of Goods or SCG), and 4 for Imports (the Customs Tariff or CT).

Since 1989, the United States has also used the HS for its import and export statistics. Accordingly, the 6-digit system is identical in both countries. The United States has created its own import and export versions by adding 4 more digits. For domestic shipments, a completely separate commodity classification system (Product List) has been used.

Before the introduction of the Harmonized System, different classification schemes were used for shipments, imports and exports. In Canada, the Export Commodity Classification (XCC), the Import Commodity Classification (MCC), and the Canadian International Trade Classification (CITC) were used for trade. For shipments, the Industrial Commodity Classification (ICC) was used. Trade data were also available in both countries according to the United Nations' Standard International Trade Classification, rev. 2 (SITC).

For more information on the commodity classification schemes used, contact the:

United States Bureau of the Census: (telephone (301) 763-5333)

Statistics Canada: Standards Division: F. Pope: (telephone (613) 951-3461)

2. Data Description

(a) Trade Data

Merchandise exports and imports represent respectively the additions to and subtractions from the stocks of merchandise in a country that either originate in or are destined abroad. Data on exports and imports are derived from Customs records in both Canada and the United States. The following are some possible sources of error in the data:

(1) Misclassification of commodities

(2) Undercoverage of exports

Export declarations are generally less well controlled than import declarations, prompting the United States and Canada to replace their export statistics with the other country's import statistics. The resulting data exchange between Canada and the United States first took effect with January 1990 data. Accordingly, data for the period prior to the data exchange may reflect undercoverage. There is also a possibility of discontinuities in time series, arising as a result of the exchange.

(3) Misclassification of destination/origin

In some cases the final destination is not known (or reported) at the time goods are exported. In particular, goods shipped to the United States or Canada could be "transshipped" to other countries.

(4) Valuation

The valuation placed on the exports (and imports) may differ from the "transaction price" called for by International conventions, particularly for transactions between parent and subsidiary companies. This may result in trade being under or over-valued, with implications for comparisons between countries.

Exports from the United States and Canada are valued "Free alongside ship" (FAS) and "Free on Board" (FOB), respectively. These are nearly identical concepts. However, imports are valued differently. In the United States, imports include the cost of insurance and freight (CIF) from the point of direct shipment (point of exit). In Canada, imports are valued as FOB point of exit, and so do not include the cost of insurance and freight (which is approximately 4-5 % between Canada and the United States). In neither case are import values strictly comparable with domestic shipments, but relationships among foreign countries should not be affected.

In order to put the Canadian import valuation on the same basis as the U.S., a factor of 4.5 % is used to adjust for the CIF valuation.

(b) Manufacturing Shipments

Shipments for the year 1991 are estimated by applying the movement from 1990 to 1991 recorded by the Monthly Survey of Manufacturers (Monthly Shipments, Inventories and Orders (SIO)) to the 1990 shipments recorded in the annual survey.

The United States manufacturing shipments data were obtained from the U.S. Department of Commerce, Bureau of the Census. Shipments for 1991 were estimated using all available monthly survey information. The US-SIC-72 was used for shipments up until 1986, when the US-SIC-87 became the standard industrial classification.

3. Converting to Standard Classifications: Concordances

(a) Concordance from Commodity to Industrial Classification

Export commodities are allocated to the industry mostly responsible for their production. However, when an export class consists of a grouping of commodities from different primary producers, it is allocated among these primary producers in proportion to the commodity distribution within the class for a fixed period (HS-1989, XCC-1987).

For imports, the same basic principle applies: import commodities are allocated to the Canadian industry that would be primarily producing them if they were produced in Canada. They do not reflect the actual imports by an industry. Wherever a commodity is imported but not produced in Canada, it is assigned to the nearest equivalent Canadian industry. This principle is consistent with a United Nations recommendation (see Classification of Commodities by Industrial Origin, United Nations (Statistical Papers, Series M, No. 43).

Over the period reviewed, there are two commodity classification systems and two distinct concordances; pre and post-HS. The pre and post-HS concordances reflect the production structure of the two different periods (pre-1988 and 1988 to date in Canada and pre-1989 and 1989 to date in the United States). The post-HS concordances are based on more commodity detail than for the pre-HS. There are some "inconsistencies" between the concordances. In order to estimate consistent industry trade data for the 1981-1991 period, it was necessary to make a number of adjustments to the two digit CA-SIC-80.

For this study, it was decided to revise the concordances to minimize any shifts between SICs for the same commodities. Special attention was paid to the swing years 1987 and 1988, when the switchover to the

HS occurred. Growth rates were calculated for 2 digit industry groups on both bases and, where discrepancies were large, the linkages were adjusted. In addition to the direct commodity-to-SIC linkages, linkages from the detailed level commodities to the Input/Output (I/O) commodities and SICs were reviewed, resulting in 8 changes to the SIC code linkage for the HS at the 8-digit level, 40 for the HS at the 10-digit level, 26 for the XCC, and 131 for the CITC.

These concordances were applied to data before aggregation for reasons of confidentiality. Trade data by industry cannot be reproduced, although Statistics Canada's Official Concordances and detailed non-confidential trade data are available to the public.

The following characteristics of the commodity-to-industry concordances should be noted:

- 1) The concordances are fixed through time. This caveat is not important for short term comparisons nor for industries with high specialization and coverage ratios.
- 2) The industry trade data are not a direct measure of trade flows by industry. They have been derived from concordances based on the assumption that a traded commodity is allocated only to its primary producer. This assumption might create two potentially offsetting biases:
 - i) an upward bias because an industry is assumed to be responsible for all exports of its primary commodities even if part or all of these trade flows might in fact be due to secondary producers. This bias is more likely for industries that have a low coverage ratio, i.e. produce a low fraction of their primary commodities; and
 - ii) a downward bias because an industry is assumed not to export any of its secondary products. This is more likely when a small proportion of an industry's total production consists of its primary commodities.

The table below shows these two ratios for Canadian industries in 1990. Most industries at these somewhat highly aggregated levels exhibit high specialization and coverage ratios.

Specialization ratio: the ratio of the value of the principal commodities produced by the industry to the value of all commodities produced by the industry.

Coverage ratio: the ratio of the value of the principal commodities produced by the industry to the total value of production of that commodity, irrespective of producer.

Table M-1

Canadian Manufacturing Industries, Specialization¹ and Coverage² Ratios (1990)

SIC	Industry Name	Specialization Ratio	Coverage Ratio
		(%)	(%)
10	Food products	99.4	99.6
11	Beverages products	99.4	100.0
12	Tobacco products	98.0	100.0
15	Rubber products	91.2	95.4
16	Plastic products	94.4	93.1
17	Leather and allied products	97.0	97.5
18	Primary textiles	97.3	96.2
19	Textile products	91.0	93.2
24	Clothing	99.2	99.4
25	Wood	98.4	99.0
26	Furniture and fixtures	97.3	83.1
27	Paper and allied products	98.4	98.0
28	Printing, publishing and allied	97.7	98.8
29	Primary metals	91.6	96.5
30	Fabricated metal products	90.0	94.0
31	Machinery	94.4	91.4
32	Transportation equipment	97.8	99.3
33	Electrical and electronic products	97.5	97.5
35	Non-metallic mineral products	96.4	98.1
36	Refined petroleum and coal	97.5	97.6
37	Chemical and chemical products	96.5	97.1
39	Other manufacturing	89.1	93.5
Total manufacturing		99.2	100.0

¹ Services outputs such as custom and repair work are excluded from this calculation as they are not included in customs based trade statistics.

² The denominator of the coverage ratios (total production in the economy of industry primary commodities) does not include non-manufacturing industries production of goods primarily produced by manufacturing industries. This explains why the coverage ratio is 100.0 % for Total Manufacturing. If we take account of wholesale productivity, the coverage ratio is 99.2 %.

(b) Concordance from United States to Canadian Industrial Classification

The concordance between U.S. and Canadian industrial classifications is also based on the primary producer concept. The data for each U.S. industry are allocated to its nearest counterpart for the production of the principal commodities produced by the U.S. industry.

U.S. trade and shipments data were converted to the CA-SIC-80 using Statistics Canada's concordance from US-SIC-87 to Canadian SIC(80). U.S. shipments data for years prior to 1987, available only on the US-SIC-72 basis, were converted to US-SIC-87 using overlapping data from both basis for the year 1987.

4. Mexico - Canada: Overlap in United States Import Market

In order to detect commodity groupings in which Canada and Mexico potentially compete in the United States import market, the following steps were taken:

Source data: U.S. Bureau of the Census

- (1) grouping of Canadian and Mexican exports to the U.S. by the Canadian industry presumed to produce them;
- (2) tabulate quantities, values, and unit values of Canadian and Mexican exports by HS-10 commodity code;
- (3) eliminate commodities where unit values were non-existent in one or both countries or where they differed widely;
- (4) for each HS-10 category, the unit values of U.S. imports from Mexico and Canada were expressed as a relationship (eg. Mexico > Canada or Canada > Mexico) as a ratio;
- (5) commodities which, while sharing the same HS-10 code, were considered un-equal, were removed from the data where:
 - (i) unit values fell outside a range set by the Canadian edit boundaries;

- (ii) the ratio of the Mexican unit values to the Canadian unit values were in the three or ninety-seven percentile ranges.
- (6) overlapping trade by both countries into the U.S. were shown as degrees of overlap with data grouped into categories representing the proportion of Mexican or Canadian imports to the total for both countries. This identifies cases where one country is dominant. The thresholds for dominance were arbitrarily set at 1 and 3 %. For example, if there were \$5,000 of a commodity imported from one country, and \$500,000,000 from the other, the countries are deemed to overlap. However, since the overlap is less than one per cent, the degree of competition is inconsequential.

Quality of the data

This process is dependent on the accuracy of the reported values and quantities, and the commodity coding. The coding and values of the reported data are considered reliable. However, the quantities are not as reliable. Therefore these statistics should only be used as general indicators.

This process is dependent on other factors:

- (1) the selection of thresholds for determining the "sameness" of commodities;
- (2) the selection of thresholds for determining degrees of overlap;
- (3) the use of summary tabulations as opposed to individual transactions (which are unavailable). The average price (unit value) from each country used in the comparison could represent a narrow or wide range of individual transaction prices.

For example, the summary (average) price could be \$42 for Canada and \$9 for Mexico. The transaction level information may be:

Transaction	Canada		Mexico	
	1	2	3	4
Value	\$4mil	\$4mil	\$2mil	\$2mil
Quantity (in numbers)	57,000	134,000	44,000	400,000
Price per unit	\$70	\$30	\$45	\$5
Summary/Average	(A)		(B)	
Value	\$8mil		\$4mil	
Quantity (in numbers)	191,000		444,000	
Price per unit	\$42		\$9	

It is not clear that there are 1, 2, 3 or 4 different goods, although the lowestprice Mexican good may not be the same as the other three. The application of the thresholds or the sub-dividing of the commodities at this level could change results.

Section 7

Statistical Tables

Tables

- 7.1.1 Performance of Canadian Industries
- 7.1.2 Performance of United States Industries
- 7.2 Detailed Tables: Industry and Country
- 7.3 Summary of Suppliers: By Industry, by Period
- 7.4 Data Underlying Charts in Main Text

Table 7.1.1
Performance of Canadian Industries

	Canadian Market						United States Market								
	Value of Supply			Total Market Share			Value of Supply			Total Market Share			Import Market Share		
	81-83	85-87	89-91	81-83	85-87	89-91	81-83	85-87	89-91	81-83	85-87	89-91	81-83	85-87	89-91
	Million U.S. \$			Per cent			Million U.S. \$			Per cent			Per cent		
Manufacturing Industries	106,758	118,134	156,073	66.8	60.7	59.3	37,502	57,613	76,282	1.9	2.3	2.6	19.9	17.6	18.0
Food	20,626	21,840	28,262	89.3	88.7	86.3	785	1,347	1,832	0.3	0.5	0.6	9.3	12.7	13.1
Beverages	2,860	3,310	4,313	90.1	89.3	88.1	443	443	560	1.2	1.0	1.1	15.5	12.2	14.1
Tobacco products	1,091	1,126	1,519	96.4	97.9	98.4	15	13	70	0.1	0.1	0.3	4.8	13.4	45.5
Rubber products	1,177	1,218	1,241	70.0	63.8	46.6	372	556	647	1.9	2.4	3.1	23.9	22.6	20.7
Plastic products	2,048	2,750	4,245	77.1	74.1	70.6	193	454	677	0.6	1.0	1.1	17.4	17.9	19.7
Leather and allied products	892	875	835	62.5	53.1	40.0	68	86	95	0.4	0.5	0.4	1.3	0.9	0.7
Primary textiles	1,879	1,870	1,916	66.8	59.6	55.1	41	109	287	0.1	0.3	0.6	2.2	3.1	6.9
Textile products	1,685	2,010	2,561	77.5	77.2	73.0	48	106	187	0.2	0.3	0.5	3.2	3.8	5.5
Clothing	3,708	4,136	5,381	80.5	72.8	69.9	86	223	256	0.1	0.3	0.3	1.0	1.2	1.0
Wood	3,475	4,664	6,644	88.7	89.0	88.3	2,526	3,697	3,725	6.6	6.9	6.0	66.5	65.8	65.1
Furniture and fixtures	1,839	2,312	2,798	87.9	85.3	71.1	425	973	1,200	1.9	2.9	3.0	25.5	21.9	21.9
Paper and allied products	5,172	6,331	7,523	87.7	85.4	79.9	4,907	6,374	9,043	5.9	6.1	6.9	84.7	73.0	75.4
Printing, publishing and allied	5,464	7,191	11,033	84.9	86.5	85.7	179	380	363	0.2	0.3	0.2	24.1	25.3	18.7
Primary metals	4,968	6,235	6,280	63.2	64.3	58.9	4,168	5,490	6,107	3.7	5.0	4.7	22.6	26.2	30.4
Fabricated metal products	8,085	9,136	12,751	81.0	79.0	75.7	1,005	1,681	2,398	0.8	1.1	1.3	17.0	16.6	15.0
Machinery	2,460	2,829	4,294	26.3	25.0	26.4	1,787	2,207	2,801	1.9	2.0	2.2	15.4	10.2	10.7
Transportation equipment	4,015	4,911	11,173	19.3	14.8	25.9	13,601	24,370	30,820	5.2	6.0	6.9	34.9	29.6	32.6
Electrical and electronic products	5,149	6,031	8,076	43.3	38.0	32.4	1,700	3,111	6,284	0.9	1.2	2.0	6.7	5.6	7.4
Non-metallic mineral products	3,357	4,215	5,216	80.5	79.8	73.3	454	778	795	1.0	1.3	1.3	17.9	15.9	13.6
Refined petroleum and coal products	15,691	12,013	12,127	95.5	90.7	88.1	2,615	2,178	2,145	1.3	1.5	1.3	15.3	13.6	15.3
Chemical and chemical products	8,703	10,425	14,547	70.7	69.0	66.2	1,464	2,106	4,129	0.9	1.0	1.6	17.1	14.9	18.4
Other manufacturing	2,417	2,704	3,339	40.8	37.1	32.5	600	930	1,659	0.6	0.8	1.1	3.8	3.3	3.9

Table 7.1.2

Performance of United States Industries

	United States Market						Canadian Market								
	Value of Supply			Total Market Share			Value of Supply			Total Market Share			Import Market Share		
	81-83	85-87	89-91	81-83	85-87	89-91	81-83	85-87	89-91	81-83	85-87	89-91	81-83	85-87	89-91
	Million U.S. \$			Per cent			Million U.S. \$			Per cent			Per cent		
Manufacturing Industries	1,829,178	2,135,582	2,477,214	90.7	86.7	85.4	39,141	53,191	72,212	24.5	27.4	27.4	73.7	69.7	67.3
Food	233,260	260,242	314,094	96.5	96.1	95.7	1,176	1,354	2,484	5.1	5.5	7.6	47.8	48.5	55.5
Beverages	34,672	41,274	46,543	92.4	91.9	92.1	46	72	88	1.5	1.9	1.8	14.8	18.1	15.1
Tobacco products	14,188	17,742	24,782	97.9	99.5	99.4	30	15	15	2.6	1.3	1.0	74.3	61.1	58.2
Rubber products	18,095	20,970	23,811	92.1	89.8	85.2	334	447	1,005	19.8	23.4	37.8	66.1	64.7	70.8
Plastic products	29,940	43,199	56,127	98.4	94.4	94.2	518	759	1,401	19.5	20.4	23.3	84.9	78.8	79.4
Leather and allied products	10,001	8,257	8,896	85.6	46.2	41.1	70	72	146	4.9	4.4	7.0	13.2	9.3	11.6
Primary textiles	36,962	39,656	45,306	95.3	91.9	91.6	496	487	719	17.6	15.5	20.7	53.2	38.5	46.1
Textile products	24,083	31,552	37,390	94.0	91.8	91.7	257	270	543	11.8	10.4	15.5	52.4	45.6	57.2
Clothing	48,783	52,974	54,087	84.6	74.0	67.1	81	70	202	1.8	1.2	2.6	9.1	4.5	8.7
Wood	34,706	47,955	56,430	90.1	89.5	90.8	357	480	749	9.1	9.1	10.0	80.6	82.8	84.8
Furniture and fixtures	21,038	28,841	33,914	92.7	86.6	86.1	150	166	750	7.2	6.1	19.1	59.3	41.8	66.0
Paper and allied products	77,165	95,592	119,891	93.0	91.6	90.9	625	801	1,535	10.6	10.8	16.3	85.9	74.1	81.0
Printing, publishing and allied	83,974	120,830	152,014	99.1	98.8	98.7	847	953	1,555	13.2	11.5	12.1	87.1	84.8	84.6
Primary metals	95,635	88,779	108,771	83.9	80.9	84.4	1,892	2,279	2,859	24.1	23.5	26.8	65.5	65.9	65.2
Fabricated metal products	125,702	145,433	166,485	95.5	93.5	91.3	1,315	1,635	2,867	13.2	14.1	17.0	69.2	67.3	69.4
Machinery	83,702	87,861	98,657	87.8	80.2	79.1	5,448	5,687	8,286	58.2	50.3	51.0	78.9	67.1	69.3
Transportation equipment	222,797	326,695	353,067	85.1	79.9	78.9	14,565	23,799	24,611	70.0	71.6	57.0	86.7	83.9	76.8
Electrical and electronic products	160,037	214,753	223,897	86.3	79.4	72.6	4,957	6,524	10,643	41.7	41.1	42.7	73.6	66.4	63.2
Non-metallic mineral products	41,822	52,748	56,002	94.3	91.5	90.7	524	642	1,199	12.6	12.2	16.8	64.4	60.2	63.0
Refined petroleum and coal products	187,315	130,647	149,563	91.6	89.1	91.4	465	714	873	2.8	5.4	6.3	62.7	57.8	53.5
Chemical and chemical products	165,381	186,548	240,467	95.0	93.0	91.5	2,748	3,395	5,578	22.3	22.5	25.4	76.3	72.8	75.0
Other manufacturing	79,921	93,033	107,218	83.6	77.0	71.5	2,242	2,570	4,103	37.8	35.3	40.0	83.9	56.1	59.3

Table 7.2
Manufacturing industries

Country of origin	Canadian Market									United States Market								
	Value of Supply			Total Market Share			Import Market Share			Value of Supply			Total Market Share			Import Market Share		
	81-83	85-87	89-91	81-83	85-87	89-91	81-83	85-87	89-91	81-83	85-87	89-91	81-83	85-87	89-91	81-83	85-87	89-91
	Million U.S. \$			Per cent			Per cent			Million U.S. \$			Per cent			Per cent		
Total Market	159,837	194,461	263,409	...	...	...	...	...	...	2,017,168	2,463,325	2,901,188	...	...	...	...	...	...
North America	146,092	171,986	229,893	91.4	88.4	87.3	74.1	70.6	68.8	1,872,362	2,204,741	2,574,932	92.8	89.5	88.8	23.0	21.1	23.0
United States	39,141	53,191	72,212	24.5	27.4	27.4	73.7	69.7	67.3	1,829,178	2,135,582	2,477,214	90.7	86.7	85.4	...	...	...
Canada	106,758	118,134	156,073	66.8	60.7	59.3	...	...	...	37,502	57,613	76,282	1.9	2.3	2.6	19.9	17.6	18.0
Mexico	193	661	1,609	0.1	0.3	0.6	0.4	0.9	1.5	5,681	11,545	21,436	0.3	0.5	0.7	3.0	3.5	5.1
Central America	230	159	332	0.1	0.1	0.1	0.4	0.2	0.3	6,219	3,926	6,137	0.3	0.2	0.2	3.3	1.2	1.4
South America	600	898	1,279	0.4	0.5	0.5	1.1	1.2	1.2	10,309	13,416	16,255	0.5	0.5	0.6	5.5	4.1	3.8
EEC	4,998	8,293	11,499	3.1	4.3	4.4	9.4	10.9	10.7	38,652	70,547	83,051	1.9	2.9	2.9	20.6	21.5	19.6
Germany	1,318	2,511	3,305	0.8	1.3	1.3	2.5	3.3	3.1	11,996	23,982	25,874	0.6	1.0	0.9	6.4	7.3	6.1
France	754	1,162	2,057	0.5	0.6	0.8	1.4	1.5	1.9	5,607	9,805	12,479	0.3	0.4	0.4	3.0	3.0	2.9
United Kingdom	1,389	1,729	2,430	0.9	0.9	0.9	2.6	2.3	2.3	7,401	12,367	16,100	0.4	0.5	0.6	3.9	3.8	3.8
Italy	642	1,250	1,666	0.4	0.6	0.6	1.2	1.6	1.6	5,480	10,702	12,361	0.3	0.4	0.4	2.9	3.3	2.9
Other EEC	895	1,642	2,040	0.6	0.8	0.8	1.7	2.2	1.9	8,168	13,691	16,236	0.4	0.6	0.6	4.3	4.2	3.8
Other Western Europe	972	1,460	2,101	0.6	0.8	0.8	1.8	1.9	2.0	5,682	10,930	12,553	0.3	0.4	0.4	3.0	3.3	3.0
Eastern Europe	246	270	482	0.2	0.1	0.2	0.5	0.4	0.4	1,726	2,696	2,796	0.1	0.1	0.1	0.9	0.8	0.7
USSR (Former)	46	24	149	0.0	0.0	0.1	0.1	0.0	0.1	300	449	832	0.0	0.0	0.0	0.2	0.1	0.2
Other Eastern Europe	201	246	333	0.1	0.1	0.1	0.4	0.3	0.3	1,426	2,247	1,964	0.1	0.1	0.1	0.8	0.7	0.5
Middle East	66	161	257	0.0	0.1	0.1	0.1	0.2	0.2	1,986	4,128	5,658	0.1	0.2	0.2	1.1	1.3	1.3
Other Asia	6,013	10,622	16,710	3.8	5.5	6.3	11.3	13.9	15.6	73,707	145,557	191,599	3.7	5.9	6.6	39.2	44.4	45.2
Japan	3,509	5,919	8,647	2.2	3.0	3.3	6.6	7.8	8.1	40,455	80,667	93,459	2.0	3.3	3.2	21.5	24.6	22.0
Newly Industrialized	1,902	3,650	5,389	1.2	1.9	2.0	3.6	4.8	5.0	24,466	49,513	61,961	1.2	2.0	2.1	13.0	15.1	14.6
Korea, Republic of	575	1,366	2,008	0.4	0.7	0.8	1.1	1.8	1.9	6,260	13,818	18,921	0.3	0.6	0.7	3.3	4.2	4.5
Hong Kong	548	740	946	0.3	0.4	0.4	1.0	1.0	0.9	5,971	9,387	9,584	0.3	0.4	0.3	3.2	2.9	2.3
Taiwan	682	1,373	1,958	0.4	0.7	0.7	1.3	1.6	1.8	9,938	21,317	24,093	0.5	0.9	0.8	5.3	6.5	5.7
Singapore	97	171	478	0.1	0.1	0.2	0.2	0.2	0.4	2,297	4,992	9,363	0.1	0.2	0.3	1.2	1.5	2.2
China, P. Rep.	238	427	1,291	0.1	0.2	0.5	0.4	0.6	1.2	1,970	4,487	15,154	0.1	0.2	0.5	1.0	1.4	3.6
Other Africa	260	254	266	0.2	0.1	0.1	0.5	0.3	0.2	3,646	4,422	3,646	0.2	0.2	0.1	1.9	1.3	0.9
Oceania	359	357	589	0.2	0.2	0.2	0.7	0.5	0.5	2,876	2,957	4,555	0.1	0.1	0.2	1.5	0.9	1.1
OECD (Excl. Canada and U.S.)	9,838	16,048	22,881	6.2	8.3	8.7	18.5	21.0	21.3	87,651	165,496	194,242	4.3	6.7	6.7	46.6	50.5	45.8
Non-OECD	4,099	7,088	12,244	2.6	3.6	4.6	7.7	9.3	11.4	62,837	104,634	153,451	3.1	4.2	5.3	33.4	31.9	36.2

Table 7.2

Food (SIC 10)

Country of origin	Canadian Market									United States Market								
	Value of Supply			Total Market Share			Import Market Share			Value of Supply			Total Market Share			Import Market Share		
	81-83	85-87	89-91	81-83	85-87	89-91	81-83	85-87	89-91	81-83	85-87	89-91	81-83	85-87	89-91	81-83	85-87	89-91
	Million U.S. \$			Per cent			Per cent			Million U.S. \$			Per cent			Per cent		
Total Market	23,088	24,629	32,742	...	...	...	...	...	...	241,663	270,845	328,115	...	...	...	...	...	...
North America	21,820	23,207	30,766	94.5	94.2	94.0	48.5	49.0	55.9	234,248	261,897	316,532	96.9	96.7	96.5	11.8	15.6	17.4
United States	1,176	1,354	2,484	5.1	5.5	7.6	47.8	48.5	55.5	233,260	260,242	314,094	96.5	96.1	95.7	...	...	...
Canada	20,626	21,840	28,262	89.3	88.7	86.3	...	...	...	785	1,347	1,832	0.3	0.5	0.6	9.3	12.7	13.1
Mexico	18	14	19	0.1	0.1	0.1	0.7	0.5	0.4	202	308	605	0.1	0.1	0.2	2.4	2.9	4.3
Central America	104	49	153	0.5	0.2	0.5	4.2	1.7	3.4	762	564	1,263	0.3	0.2	0.4	9.3	5.3	9.0
South America	138	171	229	0.6	0.7	0.7	5.6	6.1	5.1	1,523	1,774	2,457	0.6	0.7	0.7	18.1	16.7	17.5
EEC	298	446	525	1.3	1.8	1.6	12.1	16.0	11.7	1,305	2,178	2,448	0.5	0.8	0.7	15.5	20.5	17.5
Germany	32	52	67	0.1	0.2	0.2	1.3	1.9	1.5	138	295	335	0.1	0.1	0.1	1.6	2.8	2.4
France	28	38	57	0.1	0.2	0.2	1.1	1.3	1.3	118	147	190	0.0	0.1	0.1	1.4	1.4	1.4
United Kingdom	73	109	103	0.3	0.4	0.3	2.9	3.9	2.3	85	126	153	0.0	0.0	0.0	1.0	1.2	1.1
Italy	31	45	73	0.1	0.2	0.2	1.3	1.6	1.6	143	267	425	0.1	0.1	0.1	1.7	2.5	3.0
Other EEC	135	203	226	0.6	0.8	0.7	5.5	7.3	5.0	821	1,342	1,345	0.3	0.5	0.4	9.8	12.7	9.6
Other Western Europe	45	58	76	0.2	0.2	0.2	1.8	2.1	1.7	230	353	346	0.1	0.1	0.1	2.7	3.3	2.5
Eastern Europe	12	17	35	0.1	0.1	0.1	0.5	0.6	0.8	202	266	284	0.1	0.1	0.1	2.4	2.5	2.0
USSR (Former)	1	2	6	0.0	0.0	0.0	0.0	0.1	0.1	1	1	11	0.0	0.0	0.0	0.0	0.0	0.1
Other Eastern Europe	11	15	30	0.0	0.1	0.1	0.4	0.5	0.7	201	265	274	0.1	0.1	0.1	2.4	2.5	2.0
Middle East	17	24	36	0.1	0.1	0.1	0.7	0.9	0.8	78	108	146	0.0	0.0	0.0	0.9	1.0	1.0
Other Asia	245	307	461	1.1	1.2	1.4	9.9	11.0	10.3	1,498	2,044	2,573	0.6	0.8	0.8	17.8	19.3	18.4
Japan	29	40	29	0.1	0.2	0.1	1.2	1.4	0.7	173	308	200	0.1	0.1	0.1	2.1	2.9	1.4
Newly Industrialized	54	55	84	0.2	0.2	0.3	2.2	2.0	1.9	300	440	432	0.1	0.2	0.1	3.6	4.2	3.1
Korea, Republic of	13	16	29	0.1	0.1	0.1	0.5	0.6	0.7	49	94	105	0.0	0.0	0.0	0.6	0.9	0.8
Hong Kong	17	21	26	0.1	0.1	0.1	0.7	0.8	0.6	53	78	96	0.0	0.0	0.0	0.6	0.7	0.7
Taiwan	19	12	17	0.1	0.0	0.1	0.8	0.4	0.4	172	225	183	0.1	0.1	0.1	2.0	2.1	1.3
Singapore	6	6	11	0.0	0.0	0.0	0.2	0.2	0.3	27	43	46	0.0	0.0	0.0	0.3	0.4	0.3
China, P. Rep.	55	56	104	0.2	0.2	0.3	2.2	2.0	2.3	67	117	185	0.0	0.0	0.1	1.0	1.1	1.3
Other Africa	114	83	53	0.5	0.3	0.2	4.6	3.0	1.2	228	227	204	0.1	0.1	0.1	2.7	2.1	1.5
Oceania	295	267	407	1.3	1.1	1.2	12.0	9.6	9.1	1,566	1,432	1,860	0.6	0.5	0.6	18.6	13.5	13.3
OECD (Excl. Canada and U.S.)	669	819	1,046	2.9	3.3	3.2	27.2	29.4	23.3	3,263	4,274	4,899	1.4	1.6	1.5	38.8	40.3	34.9
Non-OECD	617	617	950	2.7	2.5	2.9	25.1	22.1	21.2	4,355	4,982	7,289	1.8	1.8	2.2	51.8	47.0	52.0

Table 7.2
Beverages (SIC 11)

Country of origin	Canadian Market									United States Market								
	Value of Supply			Total Market Share			Import Market Share			Value of Supply			Total Market Share			Import Market Share		
	81-83	85-87	89-91	81-83	85-87	89-91	81-83	85-87	89-91	81-83	85-87	89-91	81-83	85-87	89-91	81-83	85-87	89-91
	Million U.S. \$			Per cent			Per cent			Million U.S. \$			Per cent			Per cent		
Total Market	3,173	3,709	4,896	...	...	...	...	...	...	37,528	44,895	50,520	...	...	...	...	...	...
North America	2,911	3,390	4,414	91.8	91.4	90.2	16.4	19.9	17.4	35,196	41,911	47,351	93.8	93.4	93.7	18.3	17.6	20.3
United States	46	72	88	1.5	1.9	1.8	14.8	18.1	15.1	34,672	41,274	46,543	92.4	91.9	92.1	...	...	...
Canada	2,860	3,310	4,313	90.1	89.3	88.1	...	...	...	443	443	560	1.2	1.0	1.1	15.5	12.2	14.1
Mexico	5	7	13	0.2	0.2	0.3	1.6	1.8	2.3	80	194	248	0.2	0.4	0.5	2.8	5.4	6.2
Central America	14	10	13	0.4	0.3	0.3	4.4	2.6	2.2	27	26	31	0.1	0.1	0.1	1.0	0.7	0.8
South America	2	5	16	0.1	0.1	0.3	0.8	1.3	2.7	10	18	34	0.0	0.0	0.1	0.4	0.5	0.9
EEC	231	289	415	7.3	7.8	8.5	73.8	72.5	71.2	2,195	2,720	2,796	5.8	6.1	5.5	76.9	75.1	70.3
Germany	28	25	27	0.9	0.7	0.6	9.1	6.2	4.7	212	263	204	0.6	0.6	0.4	7.4	7.3	5.1
France	96	155	220	3.0	4.2	4.5	30.8	39.0	37.8	546	870	924	1.5	1.9	1.8	19.1	24.0	23.2
United Kingdom	46	43	65	1.4	1.2	1.3	14.7	10.7	11.2	597	583	649	1.6	1.3	1.3	20.9	16.1	16.3
Italy	32	32	53	1.0	0.9	1.1	10.1	7.9	9.1	392	412	375	1.0	0.9	0.7	13.7	11.4	9.4
Other EEC	29	35	49	0.9	0.9	1.0	9.2	8.7	8.5	449	592	643	1.2	1.3	1.3	15.7	16.3	16.2
Other Western Europe	3	3	7	0.1	0.1	0.1	1.0	0.8	1.1	17	60	123	0.0	0.1	0.2	0.6	1.7	3.1
Eastern Europe	4	4	9	0.1	0.1	0.2	1.4	1.0	1.5	23	29	45	0.1	0.1	0.1	0.8	0.8	1.1
USSR (Former)	1	1	2	0.0	0.0	0.0	0.2	0.2	0.4	12	17	29	0.0	0.0	0.1	0.4	0.5	0.7
Other Eastern Europe	4	3	7	0.1	0.1	0.1	1.2	0.8	1.1	11	13	17	0.0	0.0	0.0	0.4	0.4	0.4
Middle East	1	0	1	0.0	0.0	0.0	0.2	0.1	0.1	8	10	4	0.0	0.0	0.0	0.3	0.3	0.1
Other Asia	1	2	3	0.0	0.1	0.1	0.5	0.6	0.5	36	77	76	0.1	0.2	0.2	1.3	2.1	1.9
Japan	1	1	2	0.0	0.0	0.0	0.3	0.3	0.3	21	44	38	0.1	0.1	0.1	0.7	1.2	0.9
Newly Industrialized	0	1	0	0.0	0.0	0.0	0.0	0.1	0.0	5	13	18	0.0	0.0	0.0	0.2	0.3	0.5
Korea, Republic of	0	0	0	0.0	0.0	0.0	0.0	0.0	0.0	1	3	5	0.0	0.0	0.0	0.0	0.1	0.1
Hong Kong	0	0	0	0.0	0.0	0.0	0.0	0.1	0.0	1	3	5	0.0	0.0	0.0	0.1	0.1	0.1
Taiwan	0	0	0	0.0	0.0	0.0	0.0	0.0	0.0	1	2	4	0.0	0.0	0.0	0.0	0.1	0.1
Singapore	0	0	0	0.0	0.0	0.0	0.0	0.0	0.0	2	5	4	0.0	0.0	0.0	0.1	0.1	0.1
China, P. Rep.	0	0	1	0.0	0.0	0.0	0.1	0.1	0.1	5	11	10	0.0	0.0	0.0	0.2	0.3	0.3
Other Africa	3	1	0	0.1	0.0	0.0	0.8	0.3	0.0	3	4	1	0.0	0.0	0.0	0.1	0.1	0.0
Oceania	2	4	19	0.1	0.1	0.4	0.7	0.9	3.3	12	40	59	0.0	0.1	0.1	0.4	1.1	1.5
OECD (Excl. Canada and U.S.)	237	297	443	7.5	8.0	9.0	75.8	74.5	75.9	2,246	2,864	3,015	6.0	6.4	6.0	78.7	79.1	75.8
Non-OECD	29	29	53	0.9	0.8	1.1	9.4	7.4	9.0	167	314	401	0.4	0.7	0.8	5.8	8.7	10.1

Table 7.2

Tobacco products (SIC 12)

Country of origin	Canadian Market									United States Market								
	Value of Supply			Total Market Share			Import Market Share			Value of Supply			Total Market Share			Import Market Share		
	81-83	85-87	89-91	81-83	85-87	89-91	81-83	85-87	89-91	81-83	85-87	89-91	81-83	85-87	89-91	81-83	85-87	89-91
	Million U.S. \$			Per cent			Per cent			Million U.S. \$			Per cent			Per cent		
Total Market	1,131	1,150	1,545	...	...	...	...	...	...	14,495	17,839	24,937	...	...	...	...	...	...
North America	1,121	1,141	1,534	99.1	99.2	99.3	74.8	61.2	58.3	14,212	17,760	24,857	98.0	99.8	99.7	8.2	18.2	48.3
United States	30	15	15	2.8	1.3	1.0	74.3	81.1	58.2	14,186	17,742	24,782	97.9	99.5	99.4	...	...	...
Canada	1,091	1,126	1,519	96.4	97.9	98.4	...	...	...	15	13	70	0.1	0.1	0.3	4.8	13.4	45.5
Mexico	0	0	0	0.0	0.0	0.0	0.2	0.1	0.1	10	5	4	0.1	0.0	0.0	3.4	4.8	2.8
Central America	1	1	2	0.1	0.1	0.1	3.5	3.9	8.3	46	38	41	0.3	0.2	0.2	14.9	39.4	28.4
South America	1	0	1	0.1	0.0	0.0	3.0	0.7	2.0	119	0	0	0.8	0.0	0.0	38.7	0.5	0.2
EEC	8	6	8	0.8	0.5	0.4	15.7	24.2	22.9	36	27	26	0.3	0.2	0.1	11.8	27.5	18.5
Germany	0	0	0	0.0	0.0	0.0	0.1	0.4	0.7	1	3	1	0.0	0.0	0.0	0.3	3.1	0.9
France	0	0	0	0.0	0.0	0.0	0.3	0.3	0.2	0	0	0	0.0	0.0	0.0	0.0	0.2	0.1
United Kingdom	1	1	1	0.1	0.0	0.1	1.8	2.1	3.5	8	10	13	0.1	0.1	0.1	2.5	9.9	8.6
Italy	0	0	0	0.0	0.0	0.0	0.0	0.1	0.3	11	0	0	0.1	0.0	0.0	3.4	0.3	0.0
Other EEC	5	5	5	0.5	0.4	0.3	13.4	21.3	18.2	17	14	11	0.1	0.1	0.0	5.8	14.0	8.8
Other Western Europe	1	1	1	0.1	0.1	0.1	2.7	4.5	3.4	10	9	8	0.1	0.1	0.0	3.3	9.6	4.1
Eastern Europe	0	0	0	0.0	0.0	0.0	0.0	0.0	0.0	0	0	0	0.0	0.0	0.0	0.1	0.0	0.0
USSR (Former)	0	0	0	0.0	0.0	0.0	0.0	0.0	0.0	0	0	0	0.0	0.0	0.0	0.0	0.0	0.0
Other Eastern Europe	0	0	0	0.0	0.0	0.0	0.0	0.0	0.0	0	0	0	0.0	0.0	0.0	0.1	0.0	0.0
Middle East	0	0	0	0.0	0.0	0.0	0.0	0.1	0.1	0	0	0	0.0	0.0	0.0	0.0	0.0	0.0
Other Asia	0	0	0	0.0	0.0	0.0	0.4	0.6	1.0	50	5	7	0.3	0.0	0.0	18.2	4.7	4.4
Japan	0	0	0	0.0	0.0	0.0	0.0	0.3	0.1	1	2	4	0.0	0.0	0.0	0.3	2.0	2.4
Newly Industrialized	0	0	0	0.0	0.0	0.0	0.0	0.1	0.0	33	0	1	0.2	0.0	0.0	10.7	0.5	0.7
Korea, Republic of	0	0	0	0.0	0.0	0.0	0.0	0.0	0.0	33	0	0	0.2	0.0	0.0	10.8	0.0	0.1
Hong Kong	0	0	0	0.0	0.0	0.0	0.0	0.1	0.0	0	0	1	0.0	0.0	0.0	0.0	0.4	0.3
Taiwan	0	0	0	0.0	0.0	0.0	0.0	0.0	0.0	0	0	0	0.0	0.0	0.0	0.0	0.0	0.0
Singapore	0	0	0	0.0	0.0	0.0	0.0	0.0	0.0	0	0	0	0.0	0.0	0.0	0.0	0.0	0.3
China, P. Rep.	0	0	0	0.0	0.0	0.0	0.0	0.0	0.0	0	0	0	0.0	0.0	0.0	0.1	0.0	0.0
Other Africa	0	0	2	0.0	0.0	0.1	0.1	1.8	5.9	21	0	0	0.1	0.0	0.0	6.7	0.0	0.2
Oceania	0	1	0	0.0	0.1	0.0	0.0	2.9	0.0	0	0	0	0.0	0.0	0.0	0.0	0.0	0.0
OECD (Excl. Canada and U.S.)	7	8	7	0.7	0.7	0.4	18.4	32.0	26.5	47	38	36	0.3	0.2	0.1	15.4	39.1	23.0
Non-OECD	3	2	4	0.3	0.1	0.3	7.3	8.9	15.3	246	48	49	1.7	0.3	0.2	79.8	47.5	31.5

Table 7.2
Rubber products (SIC 15)

Country of origin	Canadian Market									United States Market								
	Value of Supply			Total Market Share			Import Market Share			Value of Supply			Total Market Share			Import Market Share		
	81-83	85-87	89-91	81-83	85-87	89-91	81-83	85-87	89-91	81-83	85-87	89-91	81-83	85-87	89-91	81-83	85-87	89-91
	Million U.S. \$			Per cent			Per cent			Million U.S. \$			Per cent			Per cent		
Total Market	1,682	1,909	2,661	...	...	...	...	...	...	19,653	23,405	27,701	...	...	...	...	...	...
North America	1,511	1,666	2,248	89.8	87.2	84.5	66.1	64.7	70.9	18,474	21,555	24,562	94.0	92.1	88.7	24.3	24.0	23.3
United States	334	447	1,005	19.8	23.4	37.8	66.1	64.7	70.8	18,095	20,970	23,611	92.1	89.6	85.2	...	...	...
Canada	1,177	1,218	1,241	70.0	63.8	46.6	...	...	...	372	556	847	1.9	2.4	3.1	23.9	22.8	20.7
Mexico	0	0	2	0.0	0.0	0.1	0.0	0.0	0.2	7	29	104	0.0	0.1	0.4	0.5	1.2	2.5
Central America	0	0	1	0.0	0.0	0.0	0.0	0.0	0.1	4	1	10	0.0	0.0	0.0	0.3	0.0	0.2
South America	4	6	10	0.3	0.3	0.4	0.8	0.9	0.7	15	120	120	0.1	0.5	0.4	1.0	4.9	2.9
EEC	75	83	124	4.5	4.4	4.6	14.9	12.1	8.7	428	596	880	2.2	2.5	3.2	27.5	24.5	21.5
Germany	10	17	25	0.6	0.9	0.9	1.9	2.5	1.7	95	144	248	0.5	0.6	0.9	6.1	5.9	6.1
France	24	16	21	1.4	0.8	0.8	4.7	2.3	1.5	134	130	168	0.7	0.6	0.6	8.6	5.3	4.1
United Kingdom	14	13	19	0.8	0.7	0.7	2.8	1.9	1.3	62	93	137	0.3	0.4	0.5	4.0	3.8	3.3
Italy	13	13	17	0.8	0.7	0.7	2.6	1.8	1.2	55	75	127	0.3	0.3	0.5	3.6	3.1	3.1
Other EEC	15	24	41	0.9	1.3	1.5	3.0	3.5	2.9	82	154	200	0.4	0.7	0.7	5.3	6.3	4.9
Other Western Europe	5	11	11	0.3	0.6	0.4	1.0	1.6	0.8	14	29	49	0.1	0.1	0.2	0.9	1.2	1.2
Eastern Europe	2	4	4	0.1	0.2	0.1	0.4	0.6	0.3	31	40	55	0.2	0.2	0.2	2.0	1.6	1.3
USSR (Former)	0	0	0	0.0	0.0	0.0	0.0	0.0	0.0	0	0	0	0.0	0.0	0.0	0.0	0.0	0.0
Other Eastern Europe	2	4	4	0.1	0.2	0.1	0.4	0.6	0.3	30	40	55	0.2	0.2	0.2	2.0	1.6	1.3
Middle East	1	1	1	0.0	0.0	0.0	0.1	0.1	0.1	19	28	42	0.1	0.1	0.2	1.2	1.2	1.0
Other Asia	84	138	262	5.0	7.2	9.9	16.6	20.0	18.5	665	1,029	1,976	3.4	4.4	7.1	42.7	42.3	48.3
Japan	64	100	165	3.8	5.2	6.2	12.7	14.4	11.6	438	676	1,096	2.2	2.9	4.0	28.1	27.7	26.8
Newly Industrialized	16	34	74	1.0	1.8	2.8	3.2	4.9	5.2	211	332	528	1.1	1.4	1.9	13.5	13.6	12.9
Korea, Republic of	9	23	58	0.5	1.2	2.2	1.8	3.3	4.1	139	219	268	0.7	0.9	1.0	8.9	9.0	6.5
Hong Kong	0	1	1	0.0	0.0	0.0	0.1	0.1	0.1	2	1	9	0.0	0.0	0.0	0.1	0.1	0.2
Taiwan	6	10	15	0.4	0.5	0.6	1.2	1.4	1.1	69	109	244	0.4	0.5	0.9	4.4	4.5	6.0
Singapore	1	1	0	0.0	0.0	0.0	0.1	0.1	0.0	1	3	7	0.0	0.0	0.0	0.1	0.1	0.2
China, P. Rep.	0	0	3	0.0	0.0	0.1	0.0	0.0	0.2	0	1	51	0.0	0.0	0.2	0.0	0.0	1.3
Other Africa	0	0	0	0.0	0.0	0.0	0.0	0.0	0.0	0	3	2	0.0	0.0	0.0	0.0	0.1	0.0
Oceania	0	0	0	0.0	0.0	0.0	0.0	0.0	0.0	3	4	4	0.0	0.0	0.0	0.2	0.1	0.1
OECD (Excl. Canada and U.S.)	144	194	300	8.6	10.2	11.3	28.6	28.1	21.2	883	1,307	2,034	4.5	5.6	7.3	56.7	53.7	49.7
Non-OECD	27	50	115	1.6	2.6	4.3	5.3	7.2	8.1	303	573	1,208	1.5	2.4	4.4	19.5	23.5	29.5

Table 7.2

Plastic products (SIC 16)

Country of origin	Canadian Market									United States Market								
	Value of Supply			Total Market Share			Import Market Share			Value of Supply			Total Market Share			Import Market Share		
	81-83	85-87	89-91	81-83	85-87	89-91	81-83	85-87	89-91	81-83	85-87	89-91	81-83	85-87	89-91	81-83	85-87	89-91
	Million U.S. \$			Per cent			Per cent			Million U.S. \$			Per cent			Per cent		
Total Market	2,658	3,714	6,009	...	...	...	...	...	...	31,047	45,740	59,564	...	...	...	...	...	...
North America	2,566	3,510	5,650	96.5	94.5	94.0	85.0	78.8	79.6	30,151	43,753	56,963	97.1	95.7	95.6	19.1	21.8	24.3
United States	518	759	1,401	19.5	20.4	23.3	84.9	78.8	79.4	29,940	43,199	56,127	96.4	94.4	94.2	...	...	...
Canada	2,048	2,750	4,245	77.1	74.1	70.6	...	...	...	193	454	677	0.6	1.0	1.1	17.4	17.9	19.7
Mexico	0	1	4	0.0	0.0	0.1	0.0	0.1	0.2	18	99	160	0.1	0.2	0.3	1.7	3.9	4.6
Central America	0	0	0	0.0	0.0	0.0	0.0	0.0	0.0	6	18	28	0.0	0.0	0.0	0.5	0.7	0.8
South America	0	2	3	0.0	0.0	0.0	0.0	0.2	0.2	17	47	60	0.1	0.1	0.1	1.5	1.8	1.8
EEC	42	104	158	1.6	2.8	2.6	6.9	10.8	9.0	302	558	727	1.0	1.2	1.2	27.3	21.9	21.1
Germany	12	40	55	0.5	1.1	0.9	2.0	4.2	3.1	113	208	292	0.4	0.5	0.5	10.2	8.2	8.5
France	4	10	16	0.2	0.3	0.3	0.7	1.1	0.9	30	71	95	0.1	0.2	0.2	2.7	2.8	2.8
United Kingdom	13	22	42	0.5	0.6	0.7	2.2	2.3	2.4	73	106	145	0.2	0.2	0.2	6.6	4.2	4.2
Italy	8	19	26	0.3	0.5	0.4	1.2	1.9	1.5	38	81	82	0.1	0.2	0.1	3.4	3.2	2.4
Other EEC	5	12	19	0.2	0.3	0.3	0.8	1.3	1.1	49	92	112	0.2	0.2	0.2	4.4	3.6	3.2
Other Western Europe	5	9	20	0.2	0.3	0.3	0.8	1.0	1.1	33	63	78	0.1	0.1	0.1	2.9	2.5	2.3
Eastern Europe	0	1	1	0.0	0.0	0.0	0.1	0.1	0.1	2	3	4	0.0	0.0	0.0	0.2	0.1	0.1
USSR (Former)	0	0	0	0.0	0.0	0.0	0.0	0.0	0.0	0	0	0	0.0	0.0	0.0	0.0	0.0	0.0
Other Eastern Europe	0	1	1	0.0	0.0	0.0	0.1	0.1	0.1	2	3	4	0.0	0.0	0.0	0.2	0.1	0.1
Middle East	1	2	3	0.0	0.1	0.1	0.1	0.2	0.2	12	34	49	0.0	0.1	0.1	1.0	1.3	1.4
Other Asia	43	86	172	1.6	2.3	2.9	7.1	8.9	9.7	521	1,252	1,644	1.7	2.7	2.8	47.1	49.3	47.8
Japan	14	20	36	0.5	0.6	0.6	2.2	2.1	2.1	180	359	480	0.6	0.8	0.8	16.3	14.1	14.0
Newly Industrialized	26	59	106	1.0	1.6	1.8	4.3	6.1	6.0	322	807	854	1.0	1.8	1.4	29.0	31.8	24.9
Korea, Republic of	3	10	18	0.1	0.3	0.3	0.5	1.0	1.0	27	112	191	0.1	0.2	0.3	2.4	4.4	5.5
Hong Kong	6	11	18	0.2	0.3	0.3	1.1	1.2	1.0	79	144	115	0.3	0.3	0.2	7.1	5.7	3.4
Taiwan	17	38	68	0.6	1.0	1.1	2.7	3.9	3.9	213	541	528	0.7	1.2	0.9	19.2	21.3	15.4
Singapore	0	0	1	0.0	0.0	0.0	0.0	0.0	0.1	3	10	20	0.0	0.0	0.0	0.3	0.4	0.6
China, P. Rep.	1	3	23	0.1	0.1	0.4	0.2	0.3	1.3	4	31	223	0.0	0.1	0.4	0.4	1.2	6.5
Other Africa	0	0	0	0.0	0.0	0.0	0.0	0.0	0.0	2	4	2	0.0	0.0	0.0	0.2	0.2	0.1
Oceania	0	0	2	0.0	0.0	0.0	0.1	0.0	0.1	2	9	8	0.0	0.0	0.0	0.2	0.3	0.2
OECD (Excl. Canada and U.S.)	61	134	217	2.3	3.6	3.6	10.0	13.9	12.3	517	989	1,296	1.7	2.2	2.2	46.7	38.9	37.7
Non-OECD	31	70	146	1.2	1.9	2.4	5.1	7.3	8.3	398	1,098	1,464	1.3	2.4	2.5	35.9	43.2	42.6

Table 7.2

Leather and allied products (SIC 17)

Country of origin	Canadian Market									United States Market								
	Value of Supply			Total Market Share			Import Market Share			Value of Supply			Total Market Share			Import Market Share		
	81-83	85-87	89-91	81-83	85-87	89-91	81-83	85-87	89-91	81-83	85-87	89-91	81-83	85-87	89-91	81-83	85-87	89-91
	Million U.S. \$			Per cent			Per cent			Million U.S. \$			Per cent			Per cent		
Total Market	1,425	1,649	2,088	...	...	...	...	...	...	15,257	17,862	21,641	...	...	...	...	...	...
North America	965	949	986	67.7	57.6	47.2	13.7	9.6	12.1	10,162	8,484	9,239	66.6	47.5	42.7	3.1	2.4	2.7
United States	70	72	146	4.9	4.4	7.0	13.2	9.3	11.6	10,001	8,257	8,896	65.6	46.2	41.1	...	...	...
Canada	892	875	835	62.5	53.1	40.0	...	...	...	68	86	95	0.4	0.5	0.4	1.3	0.9	0.7
Mexico	3	2	6	0.2	0.1	0.3	0.5	0.2	0.4	93	141	248	0.6	0.8	1.1	1.8	1.5	1.9
Central America	1	0	2	0.0	0.0	0.1	0.1	0.1	0.2	63	90	178	0.4	0.5	0.8	1.2	0.9	1.4
South America	59	72	117	4.2	4.4	5.6	11.1	9.4	9.3	647	1,221	1,469	4.2	6.8	6.8	12.3	12.7	11.5
EEC	149	260	345	10.4	15.8	16.5	27.9	33.6	27.5	1,239	2,047	2,039	8.1	11.5	9.4	23.6	21.3	16.0
Germany	7	11	13	0.5	0.7	0.6	1.4	1.4	1.0	37	76	94	0.2	0.4	0.4	0.7	0.8	0.7
France	8	18	21	0.6	1.1	1.0	1.6	2.4	1.6	111	180	148	0.7	1.0	0.7	2.1	1.9	1.2
United Kingdom	19	33	43	1.3	2.0	2.0	3.5	4.3	3.4	53	100	123	0.3	0.6	0.6	1.0	1.0	1.0
Italy	93	157	201	6.5	9.5	9.6	17.4	20.3	16.0	733	1,168	1,205	4.8	6.5	5.6	13.9	12.2	9.5
Other EEC	21	41	68	1.5	2.5	3.3	4.0	5.3	5.4	305	524	469	2.0	2.9	2.2	5.8	5.5	3.7
Other Western Europe	7	18	25	0.5	1.1	1.2	1.4	2.3	2.0	37	72	84	0.2	0.4	0.4	0.7	0.8	0.7
Eastern Europe	26	16	37	1.8	1.0	1.8	4.9	2.1	3.0	103	104	159	0.7	0.6	0.7	2.0	1.1	1.2
USSR (Former)	0	0	2	0.0	0.0	0.1	0.0	0.0	0.1	0	0	0	0.0	0.0	0.0	0.0	0.0	0.0
Other Eastern Europe	26	16	35	1.8	1.0	1.7	4.9	2.1	2.8	103	104	159	0.7	0.6	0.7	2.0	1.1	1.2
Middle East	0	0	1	0.0	0.0	0.1	0.1	0.1	0.1	2	7	10	0.0	0.0	0.0	0.0	0.1	0.1
Other Asia	215	329	569	15.1	20.0	27.2	40.3	42.6	45.4	2,987	5,809	8,427	19.6	32.5	38.9	56.8	60.5	66.1
Japan	9	9	9	0.6	0.5	0.4	1.7	1.1	0.7	68	69	28	0.4	0.4	0.1	1.3	0.7	0.2
Newly Industrialized	183	278	327	12.8	16.9	15.7	34.2	35.9	26.1	2,687	5,158	5,050	17.6	28.9	23.3	51.1	53.7	39.6
Korea, Republic of	81	117	176	5.7	7.1	8.4	15.3	15.1	14.0	977	1,941	2,785	6.4	10.9	12.9	18.6	20.2	21.9
Hong Kong	15	14	22	1.1	0.9	1.1	2.9	1.8	1.8	179	250	188	1.2	1.4	0.9	3.4	2.6	1.5
Taiwan	86	147	129	6.0	8.9	6.2	16.1	19.0	10.3	1,528	2,965	2,075	10.0	16.6	9.6	29.1	30.9	16.3
Singapore	0	0	0	0.0	0.0	0.0	0.0	0.0	0.0	4	1	2	0.0	0.0	0.0	0.1	0.0	0.0
China, P. Rep.	9	26	174	0.6	1.6	8.3	1.6	3.4	13.9	81	346	2,432	0.5	1.9	11.2	1.5	3.6	19.1
Other Africa	1	0	1	0.1	0.0	0.0	0.1	0.0	0.1	11	18	16	0.1	0.1	0.1	0.2	0.2	0.1
Oceania	2	3	5	0.1	0.2	0.3	0.4	0.4	0.4	7	9	20	0.0	0.1	0.1	0.1	0.1	0.2
OECD (Excl. Canada and U.S.)	167	289	383	11.7	17.5	18.4	31.3	37.4	30.6	1,350	2,197	2,174	8.8	12.3	10.0	25.7	22.9	17.1
Non-OECD	297	412	724	20.8	25.0	34.7	55.5	53.3	57.8	3,838	7,322	10,476	25.2	41.0	48.4	73.0	76.2	82.2

Table 7.2

Primary textiles (SIC 18)

Country of origin	Canadian Market									United States Market								
	Value of Supply			Total Market Share			Import Market Share			Value of Supply			Total Market Share			Import Market Share		
	81-83	85-87	89-91	81-83	85-87	89-91	81-83	85-87	89-91	81-83	85-87	89-91	81-83	85-87	89-91	81-83	85-87	89-91
	Million U.S. \$			Per cent			Per cent			Million U.S. \$			Per cent			Per cent		
Total Market	2,811	3,136	3,476	...	...	...	...	...	...	38,805	43,173	49,462	...	...	...	...	...	...
North America	2,378	2,371	2,655	84.6	75.6	76.4	53.5	39.6	47.4	37,043	39,844	45,718	95.5	92.3	92.4	4.4	5.3	9.9
United States	496	487	719	17.6	15.5	20.7	53.2	38.5	46.1	36,962	39,658	45,306	95.3	91.9	91.6	...	...	...
Canada	1,879	1,870	1,916	66.8	59.6	55.1	...	...	...	41	109	287	0.1	0.3	0.6	2.2	3.1	6.9
Mexico	3	13	20	0.1	0.4	0.6	0.3	1.1	1.3	40	79	125	0.1	0.2	0.3	2.2	2.2	3.0
Central America	1	1	4	0.0	0.0	0.1	0.1	0.1	0.2	7	27	40	0.0	0.1	0.1	0.4	0.8	1.0
South America	32	54	56	1.2	1.7	1.6	3.5	4.3	3.6	76	128	148	0.2	0.3	0.3	4.1	3.6	3.6
EEC	168	274	261	6.0	8.7	7.5	18.0	21.7	16.7	617	1,208	1,391	1.6	2.8	2.8	33.5	34.4	33.5
Germany	28	55	55	1.0	1.8	1.6	3.0	4.4	3.5	111	287	343	0.3	0.7	0.7	6.0	8.2	8.2
France	21	29	27	0.8	0.9	0.8	2.3	2.3	1.7	121	198	230	0.3	0.5	0.5	6.6	5.6	5.5
United Kingdom	32	51	47	1.1	1.6	1.4	3.4	4.0	3.0	88	164	194	0.2	0.4	0.4	4.8	4.7	4.7
Italy	52	92	98	1.8	2.9	2.8	5.6	7.3	6.3	230	410	444	0.6	0.9	0.9	12.5	11.6	10.7
Other EEC	34	47	33	1.2	1.5	1.0	3.7	3.7	2.1	68	149	181	0.2	0.3	0.4	3.7	4.2	4.4
Other Western Europe	14	23	21	0.5	0.7	0.6	1.5	1.8	1.4	62	104	117	0.2	0.2	0.2	3.4	2.9	2.8
Eastern Europe	14	23	25	0.5	0.7	0.7	1.5	1.8	1.6	42	70	103	0.1	0.2	0.2	2.3	2.0	2.5
USSR (Former)	0	0	1	0.0	0.0	0.0	0.0	0.0	0.1	0	2	7	0.0	0.0	0.0	0.0	0.1	0.2
Other Eastern Europe	14	22	24	0.5	0.7	0.7	1.5	1.8	1.5	42	67	95	0.1	0.2	0.2	2.3	1.9	2.3
Middle East	3	12	10	0.1	0.4	0.3	0.3	0.9	0.6	18	78	79	0.0	0.2	0.2	1.0	2.2	1.9
Other Asia	200	373	440	7.1	11.9	12.6	21.4	29.5	28.2	933	1,686	1,847	2.4	3.9	3.7	50.6	47.9	44.4
Japan	81	96	63	2.9	3.1	1.8	8.7	7.6	4.1	439	640	514	1.1	1.5	1.0	23.8	18.2	12.4
Newly Industrialized	69	184	236	2.4	5.9	6.8	7.4	14.6	15.1	335	676	825	0.9	1.6	1.7	18.2	19.2	19.9
Korea, Republic of	36	101	128	1.3	3.2	3.7	3.9	8.0	8.2	161	307	404	0.4	0.7	0.8	8.8	8.7	9.7
Hong Kong	13	43	52	0.5	1.4	1.5	1.4	3.4	3.4	73	97	124	0.2	0.2	0.3	4.0	2.8	3.0
Taiwan	16	39	51	0.6	1.2	1.5	1.7	3.0	3.3	92	267	290	0.2	0.6	0.6	5.0	7.6	7.0
Singapore	3	2	4	0.1	0.1	0.1	0.4	0.2	0.3	9	5	7	0.0	0.0	0.0	0.5	0.1	0.2
China, P. Rep.	29	55	60	1.0	1.8	1.7	3.1	4.4	3.8	82	169	185	0.2	0.4	0.4	4.4	4.8	4.4
Other Africa	1	3	2	0.0	0.1	0.1	0.1	0.2	0.1	3	19	8	0.0	0.0	0.0	0.2	0.6	0.2
Oceania	1	2	3	0.0	0.1	0.1	0.1	0.1	0.2	4	9	11	0.0	0.0	0.0	0.2	0.3	0.3
OECD (Excl. Canada and U.S.)	263	397	350	9.4	12.7	10.1	28.2	31.4	22.5	1,123	1,996	2,063	2.9	4.6	4.2	60.9	56.8	49.6
Non-OECD	174	382	491	6.2	12.2	14.1	18.6	30.2	31.4	679	1,412	1,806	1.7	3.3	3.7	36.8	40.1	43.5

Table 7.2

Textile products (SIC 19)

Country of origin	Canadian Market									United States Market								
	Value of Supply			Total Market Share			Import Market Share			Value of Supply			Total Market Share			Import Market Share		
	81-83	85-87	89-91	81-83	85-87	89-91	81-83	85-87	89-91	81-83	85-87	89-91	81-83	85-87	89-91	81-83	85-87	89-91
	Million U.S. \$			Per cent			Per cent			Million U.S. \$			Per cent			Per cent		
Total Market	2,175	2,602	3,509	...	...	...	...	...	...	25,616	34,372	40,759	...	...	...	...	...	...
North America	1,945	2,284	3,114	89.4	87.8	88.7	53.1	46.2	58.4	24,194	31,754	37,779	94.4	92.4	92.7	7.2	7.2	11.5
United States	257	270	543	11.8	10.4	15.5	52.4	45.6	57.2	24,083	31,552	37,390	94.0	91.8	91.7	...	...	...
Canada	1,685	2,010	2,561	77.5	77.2	73.0	...	...	...	48	106	187	0.2	0.3	0.5	3.2	3.8	5.5
Mexico	4	4	11	0.2	0.1	0.3	0.7	0.6	1.1	62	96	202	0.2	0.3	0.5	4.0	3.4	6.0
Central America	1	3	7	0.0	0.1	0.2	0.2	0.5	0.7	18	19	37	0.1	0.1	0.1	1.2	0.7	1.1
South America	17	24	30	0.8	0.9	0.9	3.5	4.0	3.2	100	155	154	0.4	0.5	0.4	6.5	5.5	4.6
EEC	71	110	105	3.3	4.2	3.0	14.5	18.6	11.0	311	690	662	1.2	2.0	1.6	20.3	24.5	19.7
Germany	8	14	15	0.4	0.5	0.4	1.7	2.3	1.6	42	94	86	0.2	0.3	0.2	2.7	3.3	2.6
France	8	12	9	0.4	0.4	0.3	1.6	1.9	0.9	38	72	63	0.1	0.2	0.2	2.5	2.6	1.9
United Kingdom	26	33	31	1.2	1.3	0.9	5.4	5.5	3.3	73	126	132	0.3	0.4	0.3	4.8	4.5	3.9
Italy	12	16	9	0.5	0.6	0.3	2.4	2.8	0.9	38	90	94	0.1	0.3	0.2	2.5	3.2	2.8
Other EEC	17	36	40	0.8	1.4	1.2	3.5	6.0	4.3	120	308	287	0.5	0.9	0.7	7.8	10.9	8.5
Other Western Europe	6	12	13	0.3	0.5	0.4	1.3	2.0	1.4	27	61	88	0.1	0.2	0.2	1.8	2.1	2.6
Eastern Europe	10	11	12	0.5	0.4	0.3	2.1	1.8	1.3	27	42	35	0.1	0.1	0.1	1.7	1.5	1.0
USSR (Former)	0	0	0	0.0	0.0	0.0	0.0	0.0	0.0	0	1	4	0.0	0.0	0.0	0.0	0.0	0.1
Other Eastern Europe	10	11	12	0.5	0.4	0.3	2.1	1.8	1.3	27	41	31	0.1	0.1	0.1	1.7	1.5	0.9
Middle East	3	12	25	0.1	0.4	0.7	0.6	2.0	2.6	43	131	99	0.2	0.4	0.2	2.8	4.7	2.9
Other Asia	100	127	187	4.6	4.9	5.3	20.5	21.5	19.7	829	1,424	1,822	3.2	4.1	4.5	54.0	50.5	54.1
Japan	18	14	12	0.8	0.5	0.3	3.6	2.4	1.2	119	198	141	0.5	0.6	0.3	7.8	7.0	4.2
Newly Industrialized	24	48	60	1.1	1.8	1.7	5.0	8.0	6.4	194	420	538	0.8	1.2	1.3	12.7	14.9	16.0
Korea, Republic of	8	17	24	0.4	0.7	0.7	1.6	2.9	2.5	38	77	142	0.1	0.2	0.3	2.5	2.7	4.2
Hong Kong	6	9	10	0.3	0.4	0.3	1.2	1.6	1.0	65	99	89	0.3	0.3	0.2	4.2	3.5	2.6
Taiwan	10	21	25	0.5	0.8	0.7	2.0	3.5	2.7	88	242	304	0.3	0.7	0.7	5.7	8.6	9.0
Singapore	1	0	1	0.0	0.0	0.0	0.1	0.1	0.1	4	1	3	0.0	0.0	0.0	0.3	0.0	0.1
China, P. Rep.	29	31	58	1.4	1.2	1.6	6.0	5.2	6.1	164	309	507	0.6	0.9	1.2	10.7	10.9	15.0
Other Africa	8	6	9	0.3	0.2	0.2	1.6	1.1	0.9	9	16	11	0.0	0.0	0.0	0.6	0.6	0.3
Oceania	13	15	7	0.6	0.6	0.2	2.7	2.5	0.8	58	79	71	0.2	0.2	0.2	3.8	2.8	2.1
OECD (Excl. Canada and U.S.)	109	159	150	5.0	6.1	4.3	22.2	26.8	15.8	526	1,062	1,008	2.1	3.1	2.5	34.3	37.7	29.9
Non-OECD	125	163	256	5.7	6.3	7.3	25.4	27.6	27.0	959	1,651	2,174	3.7	4.8	5.3	62.5	58.5	64.5

Table 7.2

Clothing (SIC 24)

Country of origin	Canadian Market									United States Market								
	Value of Supply			Total Market Share			Import Market Share			Value of Supply			Total Market Share			Import Market Share		
	81-83	85-87	89-91	81-83	85-87	89-91	81-83	85-87	89-91	81-83	85-87	89-91	81-83	85-87	89-91	81-83	85-87	89-91
	Million U.S. \$			Per cent			Per cent			Million U.S. \$			Per cent			Per cent		
Total Market	4,608	5,680	7,701	...	...	...	...	...	...	57,643	71,627	80,591	...	...	...	...	...	...
North America	3,791	4,207	5,593	82.3	74.1	72.6	9.2	4.6	9.1	49,072	53,546	55,068	85.1	74.8	68.3	3.3	3.1	3.7
United States	81	70	202	1.8	1.2	2.6	9.1	4.5	8.7	48,783	52,974	54,087	84.6	74.0	67.1	...	...	...
Canada	3,708	4,136	5,381	80.5	72.8	69.9	...	...	...	86	223	256	0.1	0.3	0.3	1.0	1.2	1.0
Mexico	1	1	9	0.0	0.0	0.1	0.1	0.1	0.4	203	349	725	0.4	0.5	0.9	2.3	1.9	2.7
Central America	3	4	19	0.1	0.1	0.2	0.3	0.3	0.8	353	872	2,159	0.6	1.2	2.7	4.0	4.7	8.1
South America	2	8	24	0.1	0.1	0.3	0.3	0.5	1.1	120	299	598	0.2	0.4	0.7	1.3	1.6	2.3
EEC	89	247	304	1.9	4.3	4.0	9.8	16.0	13.1	480	1,677	1,726	0.8	2.3	2.1	5.4	9.0	6.5
Germany	10	42	54	0.2	0.7	0.7	1.1	2.7	2.3	30	111	129	0.1	0.2	0.2	0.3	0.6	0.5
France	25	47	50	0.5	0.8	0.6	2.8	3.1	2.1	99	226	203	0.2	0.3	0.3	1.1	1.2	0.8
United Kingdom	17	34	34	0.4	0.6	0.4	1.9	2.2	1.5	81	243	201	0.1	0.3	0.2	0.9	1.3	0.8
Italy	30	95	127	0.6	1.7	1.7	3.3	6.1	5.5	230	845	907	0.4	1.2	1.1	2.6	4.5	3.4
Other EEC	7	29	39	0.1	0.5	0.5	0.8	1.9	1.7	41	251	287	0.1	0.4	0.4	0.5	1.3	1.1
Other Western Europe	8	16	19	0.2	0.3	0.2	0.9	1.0	0.8	28	77	64	0.0	0.1	0.1	0.3	0.4	0.2
Eastern Europe	24	41	39	0.5	0.7	0.5	2.7	2.6	1.7	115	226	192	0.2	0.3	0.2	1.3	1.2	0.7
USSR (Former)	0	0	1	0.0	0.0	0.0	0.0	0.0	0.1	0	0	0	0.0	0.0	0.0	0.0	0.0	0.0
Other Eastern Europe	24	40	38	0.5	0.7	0.5	2.7	2.6	1.6	115	226	192	0.2	0.3	0.2	1.3	1.2	0.7
Middle East	2	14	36	0.0	0.2	0.5	0.2	0.9	1.6	21	245	698	0.0	0.3	0.9	0.2	1.3	2.6
Other Asia	685	1,132	1,652	14.9	19.9	21.5	76.0	73.3	71.2	7,419	14,514	19,816	12.9	20.3	24.6	83.7	77.8	74.8
Japan	11	25	19	0.2	0.4	0.2	1.3	1.6	0.8	299	458	164	0.5	0.6	0.2	3.4	2.5	0.6
Newly Industrialized	534	775	975	11.6	13.6	12.7	59.4	50.2	42.0	5,441	9,629	10,996	9.4	13.4	13.6	61.4	51.6	41.5
Korea, Republic of	170	260	347	3.7	4.6	4.5	18.9	16.8	15.0	1,469	2,736	3,347	2.5	3.8	4.2	16.6	14.7	12.6
Hong Kong	205	285	401	4.4	5.0	5.2	22.8	18.5	17.3	2,184	3,767	4,233	3.8	5.3	5.3	24.7	20.2	16.0
Taiwan	151	216	200	3.3	3.8	2.6	16.7	14.0	8.6	1,606	2,703	2,765	2.8	3.8	3.4	18.1	14.5	10.4
Singapore	8	13	26	0.2	0.2	0.3	0.9	0.9	1.1	183	423	651	0.3	0.6	0.8	2.1	2.3	2.5
China, P. Rep.	69	155	308	1.5	2.7	4.0	7.6	10.0	13.3	651	1,702	3,602	1.1	2.4	4.5	7.3	9.1	13.6
Other Africa	1	10	13	0.0	0.2	0.2	0.1	0.7	0.6	21	138	200	0.0	0.2	0.2	0.2	0.7	0.8
Oceania	4	1	2	0.1	0.0	0.0	0.4	0.1	0.1	14	31	66	0.0	0.0	0.1	0.2	0.2	0.2
OECD (Excl. Canada and U.S.)	112	300	363	2.4	5.3	4.7	12.5	19.4	15.6	825	2,394	2,328	1.4	3.3	2.9	9.3	12.8	8.8
Non-OECD	707	1,174	1,755	15.3	20.7	22.8	78.5	76.0	75.6	7,949	16,037	23,919	13.8	22.4	29.7	89.7	86.0	90.2

Table 7.2
Wood (SIC 25)

Country of origin	Canadian Market									United States Market								
	Value of Supply			Total Market Share			Import Market Share			Value of Supply			Total Market Share			Import Market Share		
	81-83	85-87	89-91	81-83	85-87	89-91	81-83	85-87	89-91	81-83	85-87	89-91	81-83	85-87	89-91	81-83	85-87	89-91
	Million U.S. \$			Per cent			Per cent			Million U.S. \$			Per cent			Per cent		
Total Market	3,918	5,244	7,528	...	...	...	...	...	...	38,505	53,572	62,150	...	...	...	...	...	...
North America	3,832	5,144	7,394	97.8	98.1	98.2	80.7	82.8	84.9	37,316	51,776	60,370	96.9	96.6	97.1	68.7	68.0	68.9
United States	357	480	749	9.1	9.1	10.0	80.6	82.8	84.8	34,706	47,955	56,430	90.1	89.5	90.8	...	...	...
Canada	3,475	4,664	6,644	88.7	89.0	88.3	...	...	...	2,526	3,697	3,725	6.6	6.9	6.0	66.5	65.8	65.1
Mexico	0	0	1	0.0	0.0	0.0	0.0	0.1	0.1	84	123	215	0.2	0.2	0.3	2.2	2.2	3.8
Central America	0	1	0	0.0	0.0	0.0	0.1	0.1	0.0	21	30	32	0.1	0.1	0.1	0.6	0.5	0.6
South America	8	9	10	0.2	0.2	0.1	1.7	1.6	1.1	130	212	232	0.3	0.4	0.4	3.4	3.8	4.1
EEC	12	18	32	0.3	0.3	0.4	2.8	3.1	3.6	98	182	225	0.3	0.3	0.4	2.6	3.2	3.9
Germany	2	3	6	0.0	0.1	0.1	0.4	0.5	0.7	13	38	30	0.0	0.1	0.0	0.3	0.7	0.5
France	1	1	2	0.0	0.0	0.0	0.2	0.2	0.2	12	24	43	0.0	0.0	0.1	0.3	0.4	0.8
United Kingdom	2	2	3	0.1	0.0	0.0	0.5	0.3	0.4	7	14	13	0.0	0.0	0.0	0.2	0.2	0.2
Italy	2	5	11	0.0	0.1	0.1	0.4	0.8	1.2	19	42	50	0.0	0.1	0.1	0.5	0.8	0.9
Other EEC	6	7	10	0.1	0.1	0.1	1.3	1.3	1.1	47	63	88	0.1	0.1	0.1	1.2	1.1	1.5
Other Western Europe	3	4	8	0.1	0.1	0.1	0.7	0.6	0.9	30	50	37	0.1	0.1	0.1	0.8	0.9	0.6
Eastern Europe	2	1	3	0.0	0.0	0.0	0.3	0.2	0.3	38	42	13	0.1	0.1	0.0	1.0	0.7	0.2
USSR (Former)	1	1	1	0.0	0.0	0.0	0.3	0.1	0.1	6	9	6	0.0	0.0	0.0	0.2	0.2	0.1
Other Eastern Europe	0	0	1	0.0	0.0	0.0	0.1	0.1	0.2	31	33	7	0.1	0.1	0.0	0.8	0.6	0.1
Middle East	0	0	0	0.0	0.0	0.0	0.0	0.0	0.0	1	3	1	0.0	0.0	0.0	0.0	0.1	0.0
Other Asia	58	65	80	1.5	1.2	1.1	13.2	11.2	9.0	857	1,252	1,217	2.2	2.3	2.0	22.6	22.3	21.3
Japan	3	2	1	0.1	0.0	0.0	0.7	0.4	0.1	58	47	14	0.1	0.1	0.0	1.5	0.8	0.2
Newly Industrialized	34	24	29	0.9	0.5	0.4	7.8	4.1	3.3	451	571	368	1.2	1.1	0.6	11.9	10.2	6.4
Korea, Republic of	7	1	1	0.2	0.0	0.0	1.5	0.2	0.1	92	36	14	0.2	0.1	0.0	2.4	0.6	0.2
Hong Kong	2	2	1	0.0	0.0	0.0	0.4	0.3	0.1	28	34	21	0.1	0.1	0.0	0.7	0.6	0.4
Taiwan	24	19	25	0.6	0.4	0.3	5.4	3.2	2.8	314	477	312	0.8	0.9	0.5	8.3	8.5	5.5
Singapore	2	2	3	0.0	0.0	0.0	0.4	0.4	0.3	16	24	21	0.0	0.0	0.0	0.4	0.4	0.4
China, P. Rep.	1	1	4	0.0	0.0	0.1	0.2	0.2	0.5	61	81	151	0.2	0.2	0.2	1.6	1.4	2.6
Other Africa	2	2	1	0.1	0.0	0.0	0.5	0.3	0.1	9	17	14	0.0	0.0	0.0	0.2	0.3	0.2
Oceania	0	0	1	0.0	0.0	0.0	0.1	0.1	0.1	5	8	9	0.0	0.0	0.0	0.1	0.1	0.2
OECD (Excl. Canada and U.S.)	19	24	41	0.5	0.5	0.5	4.3	4.2	4.7	190	286	283	0.5	0.5	0.5	5.0	5.1	4.9
Non-OECD	67	76	93	1.7	1.4	1.2	15.1	13.1	10.5	1,083	1,634	1,712	2.8	3.0	2.8	28.5	29.1	29.9

Table 7.2

Furniture and fixtures (SIC 26)

Country of origin	Canadian Market									United States Market								
	Value of Supply			Total Market Share			Import Market Share			Value of Supply			Total Market Share			Import Market Share		
	81-83	85-87	89-91	81-83	85-87	89-91	81-83	85-87	89-91	81-83	85-87	89-91	81-83	85-87	89-91	81-83	85-87	89-91
	Million U.S. \$			Per cent			Per cent			Million U.S. \$			Per cent			Per cent		
Total Market	2,093	2,709	3,934	...	...	...	...	...	...	22,707	33,294	39,404	...	...	...	...	...	...
North America	1,990	2,478	3,559	95.1	91.5	90.5	59.4	41.9	67.0	21,539	30,069	35,705	94.9	90.3	90.6	30.0	27.6	32.6
United States	150	166	750	7.2	6.1	19.1	59.3	41.8	66.0	21,038	28,841	33,914	92.7	86.6	86.1	...	...	...
Canada	1,839	2,312	2,798	87.9	85.3	71.1	...	...	...	425	973	1,200	1.9	2.9	3.0	25.5	21.9	21.9
Mexico	0	0	11	0.0	0.0	0.3	0.1	0.1	1.0	75	255	592	0.3	0.8	1.5	4.5	5.7	10.8
Central America	0	0	0	0.0	0.0	0.0	0.0	0.0	0.0	7	18	34	0.0	0.1	0.1	0.4	0.4	0.6
South America	0	1	2	0.0	0.0	0.1	0.2	0.2	0.2	13	40	66	0.1	0.1	0.2	0.8	0.9	1.2
EEC	38	111	155	1.8	4.1	3.9	15.1	28.0	13.7	355	1,076	1,160	1.6	3.2	2.9	21.3	24.2	21.1
Germany	5	13	17	0.2	0.5	0.4	1.9	3.2	1.5	68	218	213	0.3	0.7	0.5	4.1	4.9	3.9
France	3	8	9	0.1	0.3	0.2	1.1	1.9	0.6	19	64	70	0.1	0.2	0.2	1.1	1.4	1.3
United Kingdom	2	5	9	0.1	0.2	0.2	1.0	1.2	0.8	57	99	105	0.3	0.3	0.3	3.4	2.2	1.9
Italy	15	57	90	0.7	2.1	2.3	6.1	14.3	8.0	89	411	561	0.4	1.2	1.4	5.3	9.2	10.2
Other EEC	13	29	30	0.6	1.1	0.8	5.1	7.4	2.7	122	285	212	0.5	0.9	0.5	7.3	6.4	3.9
Other Western Europe	12	27	25	0.6	1.0	0.6	4.5	6.7	2.2	42	109	115	0.2	0.3	0.3	2.5	2.4	2.1
Eastern Europe	13	17	21	0.6	0.6	0.5	5.0	4.3	1.9	110	178	154	0.5	0.5	0.4	6.6	4.0	2.8
USSR (Former)	0	0	0	0.0	0.0	0.0	0.0	0.0	0.0	0	1	1	0.0	0.0	0.0	0.0	0.0	0.0
Other Eastern Europe	13	17	21	0.6	0.6	0.5	5.0	4.3	1.9	110	177	153	0.5	0.5	0.4	6.6	4.0	2.8
Middle East	0	1	1	0.0	0.0	0.0	0.1	0.2	0.1	6	18	20	0.0	0.1	0.1	0.4	0.4	0.4
Other Asia	39	74	169	1.9	2.7	4.3	15.5	18.6	14.9	632	1,767	2,137	2.8	5.3	5.4	37.8	39.7	38.9
Japan	2	3	21	0.1	0.1	0.5	0.9	0.8	1.8	52	194	197	0.2	0.6	0.5	3.1	4.4	3.6
Newly Industrialized	29	62	110	1.4	2.3	2.8	11.4	15.5	9.7	457	1,369	1,429	2.0	4.1	3.6	27.4	30.8	26.0
Korea, Republic of	1	5	12	0.1	0.2	0.3	0.5	1.3	1.1	24	62	68	0.1	0.2	0.2	1.4	1.4	1.2
Hong Kong	4	3	5	0.2	0.1	0.1	1.7	0.9	0.4	37	49	36	0.2	0.1	0.1	2.2	1.1	0.7
Taiwan	19	51	90	0.9	1.9	2.3	7.5	12.8	7.9	363	1,203	1,273	1.6	3.6	3.2	21.7	27.0	23.2
Singapore	4	2	3	0.2	0.1	0.1	1.7	0.5	0.3	34	55	51	0.1	0.2	0.1	2.0	1.2	0.9
China, P. Rep.	2	3	15	0.1	0.1	0.4	0.8	0.7	1.3	30	54	150	0.1	0.2	0.4	1.8	1.2	2.7
Other Africa	0	0	0	0.0	0.0	0.0	0.1	0.0	0.0	1	5	2	0.0	0.0	0.0	0.1	0.1	0.0
Oceania	0	0	0	0.0	0.0	0.0	0.1	0.0	0.0	2	15	10	0.0	0.0	0.0	0.1	0.3	0.2
OECD (Excl. Canada and U.S.)	52	141	201	2.5	5.2	5.1	20.6	35.6	17.7	451	1,394	1,482	2.0	4.2	3.8	27.0	31.3	27.0
Non-OECD	51	90	184	2.4	3.3	4.7	20.1	22.7	16.2	793	2,086	2,808	3.5	6.3	7.1	47.5	46.8	51.1

Table 7.2

Paper and allied products (SIC 27)

Country of origin	Canadian Market									United States Market								
	Value of Supply			Total Market Share			Import Market Share			Value of Supply			Total Market Share			Import Market Share		
	81-83	85-87	89-91	81-83	85-87	89-91	81-83	85-87	89-91	81-83	85-87	89-91	81-83	85-87	89-91	81-83	85-87	89-91
	Million U.S. \$			Per cent			Per cent			Million U.S. \$			Per cent			Per cent		
Total Market	5,899	7,412	9,417	...	...	...	...	...	...	82,955	104,329	131,890	...	...	...	...	...	...
North America	5,797	7,133	9,062	98.3	96.2	96.2	85.9	74.2	81.2	82,175	102,186	129,157	99.1	97.9	97.9	86.5	75.5	77.2
United States	625	801	1,535	10.6	10.8	16.3	85.9	74.1	81.0	77,165	95,592	119,891	93.0	91.6	90.9	...	...	...
Canada	5,172	6,331	7,523	87.7	85.4	79.9	...	...	...	4,907	6,374	9,043	5.9	6.1	6.9	84.7	73.0	75.4
Mexico	0	1	4	0.0	0.0	0.0	0.0	0.1	0.2	104	220	223	0.1	0.2	0.2	1.8	2.5	1.9
Central America	0	0	0	0.0	0.0	0.0	0.0	0.0	0.0	12	19	35	0.0	0.0	0.0	0.2	0.2	0.3
South America	3	13	23	0.0	0.2	0.2	0.4	1.2	1.2	63	180	277	0.1	0.2	0.2	1.1	2.1	2.3
EEC	40	117	185	0.7	1.6	2.0	5.5	10.8	9.7	276	798	1,017	0.3	0.8	0.8	4.8	9.1	8.5
Germany	10	31	52	0.2	0.4	0.6	1.3	2.8	2.8	85	277	355	0.1	0.3	0.3	1.5	3.2	3.0
France	9	25	44	0.1	0.3	0.5	1.2	2.3	2.3	42	85	135	0.1	0.1	0.1	0.7	1.0	1.1
United Kingdom	16	33	51	0.3	0.4	0.5	2.2	3.1	2.7	57	126	172	0.1	0.1	0.1	1.0	1.4	1.4
Italy	2	8	14	0.0	0.1	0.1	0.3	0.7	0.7	29	117	82	0.0	0.1	0.1	0.5	1.3	0.7
Other EEC	4	21	23	0.1	0.3	0.2	0.5	2.0	1.2	63	193	274	0.1	0.2	0.2	1.1	2.2	2.3
Other Western Europe	19	73	77	0.3	1.0	0.8	2.7	6.8	4.1	232	711	734	0.3	0.7	0.6	4.0	8.1	6.1
Eastern Europe	3	2	0	0.0	0.0	0.0	0.4	0.2	0.0	1	4	5	0.0	0.0	0.0	0.0	0.0	0.0
USSR (Former)	0	0	0	0.0	0.0	0.0	0.1	0.0	0.0	0	1	2	0.0	0.0	0.0	0.0	0.0	0.0
Other Eastern Europe	2	2	0	0.0	0.0	0.0	0.3	0.2	0.0	1	3	4	0.0	0.0	0.0	0.0	0.0	0.0
Middle East	0	0	0	0.0	0.0	0.0	0.0	0.0	0.0	1	5	9	0.0	0.0	0.0	0.0	0.1	0.1
Other Asia	22	60	51	0.4	0.8	0.5	3.1	5.5	2.7	158	355	567	0.2	0.3	0.4	2.7	4.1	4.7
Japan	12	32	30	0.2	0.4	0.3	1.6	3.0	1.6	69	171	262	0.1	0.2	0.2	1.2	2.0	2.2
Newly Industrialized	8	22	16	0.1	0.3	0.2	1.1	2.1	0.8	76	158	203	0.1	0.2	0.2	1.3	1.8	1.7
Korea, Republic of	3	7	9	0.0	0.1	0.1	0.4	0.6	0.5	20	38	50	0.0	0.0	0.0	0.4	0.4	0.4
Hong Kong	2	4	2	0.0	0.1	0.0	0.3	0.4	0.1	9	22	22	0.0	0.0	0.0	0.2	0.2	0.2
Taiwan	3	11	5	0.0	0.1	0.0	0.4	1.0	0.2	45	96	123	0.1	0.1	0.1	0.8	1.1	1.0
Singapore	0	0	0	0.0	0.0	0.0	0.0	0.0	0.0	1	2	8	0.0	0.0	0.0	0.0	0.0	0.1
China, P. Rep.	2	3	4	0.0	0.0	0.0	0.3	0.3	0.2	7	16	70	0.0	0.0	0.1	0.1	0.2	0.6
Other Africa	14	13	19	0.2	0.2	0.2	2.0	1.2	1.0	33	64	79	0.0	0.1	0.1	0.6	0.7	0.7
Oceania	0	1	1	0.0	0.0	0.0	0.1	0.1	0.0	3	7	10	0.0	0.0	0.0	0.1	0.1	0.1
OECD (Excl. Canada and U.S.)	72	223	293	1.2	3.0	3.1	9.9	20.7	15.5	580	1,686	2,026	0.7	1.6	1.5	10.0	19.3	16.9
Non-OECD	31	56	67	0.5	0.8	0.7	4.2	5.2	3.5	303	676	930	0.4	0.6	0.7	5.2	7.7	7.8

Table 7.2

Printing, publishing and allied (SIC 28)

Country of origin	Canadian Market									United States Market								
	Value of Supply			Total Market Share			Import Market Share			Value of Supply			Total Market Share			Import Market Share		
	81-83	85-87	89-91	81-83	85-87	89-91	81-83	85-87	89-91	81-83	85-87	89-91	81-83	85-87	89-91	81-83	85-87	89-91
	Million U.S. \$			Per cent			Per cent			Million U.S. \$			Per cent			Per cent		
Total Market	6,435	8,316	12,872	...	...	...	...	...	...	84,716	122,332	153,957	...	...	...	...	...	...
North America	6,310	8,145	12,589	98.1	97.9	97.8	87.1	84.8	84.6	84,170	121,229	152,427	99.4	99.1	99.0	26.4	26.6	21.3
United States	847	953	1,555	13.2	11.5	12.1	87.1	84.8	84.6	83,974	120,830	152,014	99.1	98.8	98.7	...	...	...
Canada	5,464	7,191	11,033	84.9	86.5	85.7	...	...	...	179	380	363	0.2	0.3	0.2	24.1	25.3	18.7
Mexico	0	0	0	0.0	0.0	0.0	0.0	0.0	0.0	18	19	50	0.0	0.0	0.0	2.4	1.2	2.6
Central America	0	0	0	0.0	0.0	0.0	0.0	0.0	0.0	2	3	7	0.0	0.0	0.0	0.2	0.2	0.4
South America	0	0	1	0.0	0.0	0.0	0.0	0.0	0.1	8	19	20	0.0	0.0	0.0	1.1	1.3	1.0
EEC	102	137	207	1.6	1.6	1.6	10.5	12.2	11.3	307	577	705	0.4	0.5	0.5	41.3	38.4	36.3
Germany	9	10	13	0.1	0.1	0.1	0.9	0.9	0.7	42	86	106	0.0	0.1	0.1	5.7	5.7	5.4
France	41	50	83	0.6	0.6	0.6	4.2	4.5	4.5	21	38	52	0.0	0.0	0.0	2.9	2.5	2.7
United Kingdom	35	49	71	0.5	0.6	0.6	3.6	4.4	3.9	152	256	306	0.2	0.2	0.2	20.4	17.0	15.7
Italy	7	11	18	0.1	0.1	0.1	0.7	0.9	1.0	37	83	113	0.0	0.1	0.1	4.9	5.5	5.8
Other EEC	10	16	22	0.2	0.2	0.2	1.1	1.4	1.2	55	114	129	0.1	0.1	0.1	7.4	7.6	6.6
Other Western Europe	5	5	6	0.1	0.1	0.0	0.5	0.4	0.3	30	44	47	0.0	0.0	0.0	4.0	2.9	2.4
Eastern Europe	1	1	1	0.0	0.0	0.0	0.1	0.1	0.1	3	7	10	0.0	0.0	0.0	0.5	0.4	0.5
USSR (Former)	0	0	0	0.0	0.0	0.0	0.0	0.0	0.0	1	1	1	0.0	0.0	0.0	0.1	0.1	0.1
Other Eastern Europe	1	1	1	0.0	0.0	0.0	0.1	0.1	0.1	3	6	9	0.0	0.0	0.0	0.3	0.4	0.5
Middle East	0	0	1	0.0	0.0	0.0	0.0	0.0	0.0	6	10	11	0.0	0.0	0.0	0.8	0.6	0.5
Other Asia	16	26	64	0.3	0.3	0.5	1.7	2.4	3.5	183	430	717	0.2	0.4	0.5	24.6	28.6	36.9
Japan	9	14	19	0.1	0.2	0.2	0.9	1.2	1.1	101	212	216	0.1	0.2	0.1	13.6	14.1	11.1
Newly Industrialized	7	12	36	0.1	0.1	0.3	0.7	1.1	2.0	76	205	401	0.1	0.2	0.3	10.3	13.6	20.6
Korea, Republic of	0	1	2	0.0	0.0	0.0	0.0	0.1	0.1	25	30	48	0.0	0.0	0.0	3.3	2.0	2.5
Hong Kong	5	8	23	0.1	0.1	0.2	0.5	0.7	1.2	34	97	202	0.0	0.1	0.1	4.6	6.4	10.4
Taiwan	1	2	6	0.0	0.0	0.0	0.1	0.2	0.3	11	50	66	0.0	0.0	0.0	1.5	3.3	3.4
Singapore	0	1	5	0.0	0.0	0.0	0.0	0.1	0.3	6	28	85	0.0	0.0	0.1	0.8	1.9	4.4
China, P. Rep.	0	0	5	0.0	0.0	0.0	0.0	0.0	0.3	1	6	56	0.0	0.0	0.0	0.2	0.4	2.9
Other Africa	0	0	0	0.0	0.0	0.0	0.0	0.0	0.0	1	1	1	0.0	0.0	0.0	0.2	0.1	0.1
Oceania	1	1	2	0.0	0.0	0.0	0.1	0.1	0.1	6	11	12	0.0	0.0	0.0	0.8	0.7	0.6
OECD (Excl. Canada and U.S.)	116	157	235	1.8	1.9	1.8	12.0	14.0	12.8	444	845	979	0.5	0.7	0.6	59.7	56.2	50.4
Non-OECD	9	14	48	0.1	0.2	0.4	0.9	1.3	2.6	120	277	600	0.1	0.2	0.4	16.2	18.4	30.9

Table 7.2
Primary metals (SIC 29)

Country of origin	Canadian Market									United States Market								
	Value of Supply			Total Market Share			Import Market Share			Value of Supply			Total Market Share			Import Market Share		
	81-83	85-87	89-91	81-83	85-87	89-91	81-83	85-87	89-91	81-83	85-87	89-91	81-83	85-87	89-91	81-83	85-87	89-91
	Million U.S. \$			Per cent			Per cent			Million U.S. \$			Per cent			Per cent		
Total Market	7,855	9,692	10,663	...	...	...	...	...	...	114,042	109,742	128,856	...	...	...	...	...	...
North America	6,864	8,532	9,203	87.4	88.0	86.3	65.7	66.5	66.7	100,265	94,653	115,697	87.9	86.4	89.8	25.2	29.0	34.5
United States	1,892	2,279	2,859	24.1	23.5	26.8	65.5	65.9	65.2	95,635	86,779	108,771	83.9	80.9	84.4	...	...	...
Canada	4,968	6,235	6,260	63.2	64.3	58.9	...	...	...	4,168	5,490	6,107	3.7	5.0	4.7	22.6	26.2	30.4
Mexico	5	19	64	0.1	0.2	0.6	0.2	0.6	1.5	461	583	819	0.4	0.5	0.6	2.5	2.6	4.1
Central America	35	23	52	0.4	0.2	0.5	1.2	0.7	1.2	142	164	152	0.1	0.2	0.1	0.8	0.9	0.8
South America	95	140	208	1.2	1.4	2.0	3.3	4.1	4.8	1,810	2,048	2,100	1.6	1.9	1.6	9.6	9.8	10.5
EEC	428	551	601	5.4	5.7	5.6	14.8	15.9	13.7	4,369	4,607	3,871	3.8	4.2	3.0	23.7	22.0	19.3
Germany	128	148	157	1.6	1.5	1.5	4.4	4.3	3.6	1,306	1,283	1,165	1.1	1.2	0.9	7.1	6.1	5.8
France	78	114	126	1.0	1.2	1.2	2.7	3.3	2.9	721	755	800	0.6	0.7	0.6	3.9	3.6	4.0
United Kingdom	113	120	155	1.4	1.2	1.5	3.9	3.5	3.5	778	863	663	0.7	0.8	0.5	4.2	4.1	3.4
Italy	11	25	30	0.1	0.3	0.3	0.4	0.7	0.7	427	310	277	0.4	0.3	0.2	2.3	1.5	1.4
Other EEC	99	142	133	1.3	1.5	1.2	3.4	4.1	3.0	1,137	1,396	947	1.0	1.3	0.7	6.2	6.7	4.7
Other Western Europe	110	96	136	1.4	1.0	1.3	3.8	2.8	3.2	743	1,376	1,064	0.7	1.3	0.8	4.0	6.6	5.3
Eastern Europe	12	26	86	0.2	0.3	0.8	0.4	0.8	2.0	257	356	369	0.2	0.3	0.3	1.4	1.7	1.8
USSR (Former)	2	1	48	0.0	0.0	0.4	0.1	0.0	1.1	77	128	151	0.1	0.1	0.1	0.4	0.6	0.7
Other Eastern Europe	10	26	36	0.1	0.3	0.4	0.4	0.7	0.9	180	230	218	0.2	0.2	0.2	1.0	1.1	1.1
Middle East	1	6	7	0.0	0.1	0.1	0.0	0.2	0.2	30	240	159	0.0	0.2	0.1	0.2	1.1	0.8
Other Asia	247	244	245	3.1	2.5	2.3	8.6	7.1	5.6	4,766	4,373	3,724	4.2	4.0	2.9	25.9	20.9	18.5
Japan	190	173	185	2.4	1.8	1.7	6.6	5.0	4.2	3,659	3,240	2,718	3.2	3.0	2.1	19.9	15.5	13.5
Newly Industrialized	29	56	40	0.4	0.6	0.4	1.0	1.6	0.9	646	618	748	0.6	0.7	0.6	3.5	3.9	3.7
Korea, Republic of	24	42	26	0.3	0.4	0.3	0.8	1.2	0.6	542	620	587	0.5	0.6	0.5	2.9	3.0	2.9
Hong Kong	1	6	2	0.0	0.1	0.0	0.0	0.2	0.0	22	14	16	0.0	0.0	0.0	0.1	0.1	0.1
Taiwan	3	5	9	0.0	0.1	0.1	0.1	0.1	0.2	71	143	119	0.1	0.1	0.1	0.4	0.7	0.6
Singapore	2	3	1	0.0	0.0	0.0	0.1	0.1	0.0	12	41	25	0.0	0.0	0.0	0.1	0.2	0.1
China, P. Rep.	7	6	6	0.1	0.1	0.1	0.2	0.2	0.1	49	93	121	0.0	0.1	0.1	0.3	0.4	0.6
Other Africa	52	51	80	0.7	0.5	0.8	1.8	1.5	1.6	1,381	1,402	1,279	1.2	1.3	1.0	7.5	6.7	6.4
Oceania	10	23	41	0.1	0.2	0.4	0.4	0.7	0.9	277	302	441	0.2	0.3	0.3	1.5	1.4	2.2
OECD (Excl. Canada and U.S.)	738	631	966	9.4	8.6	9.1	25.6	24.0	22.0	9,027	9,601	8,152	7.9	8.7	6.3	49.0	45.6	40.6
Non-OECD	257	348	558	3.3	3.6	5.2	8.9	10.1	12.7	5,212	5,871	5,626	4.6	5.4	4.5	26.3	28.0	29.0

Table 7.2

Fabricated metal products (SIC 30)

Country of origin	Canadian Market									United States Market								
	Value of Supply			Total Market Share			Import Market Share			Value of Supply			Total Market Share			Import Market Share		
	81-83	85-87	89-91	81-83	85-87	89-91	81-83	85-87	89-91	81-83	85-87	89-91	81-83	85-87	89-91	81-83	85-87	89-91
	Million U.S. \$			Per cent			Per cent			Million U.S. \$			Per cent			Per cent		
Total Market	9,984	11,565	16,884	...	...	...	...	...	...	131,631	155,571	182,444	...	...	...	...	...	...
North America	9,401	10,776	15,630	94.2	93.2	92.6	69.3	67.5	69.7	126,834	147,419	169,644	96.4	94.8	93.0	19.1	19.6	19.8
United States	1,315	1,635	2,867	13.2	14.1	17.0	69.2	67.3	69.4	125,702	145,433	166,485	95.5	93.5	91.3	...	...	...
Canada	8,085	9,136	12,751	81.0	79.0	75.5	...	...	...	1,005	1,681	2,398	0.8	1.1	1.3	17.0	16.6	15.0
Mexico	1	4	12	0.0	0.0	0.1	0.1	0.2	0.3	126	305	761	0.1	0.2	0.4	2.1	3.0	4.8
Central America	0	0	1	0.0	0.0	0.0	0.0	0.0	0.0	7	20	27	0.0	0.0	0.0	0.1	0.2	0.2
South America	7	13	24	0.1	0.1	0.1	0.3	0.5	0.6	101	213	369	0.1	0.1	0.2	1.7	2.1	2.3
EEC	233	330	515	2.3	2.9	3.0	12.3	13.6	12.4	1,428	2,406	3,727	1.1	1.5	2.0	24.1	23.7	23.4
Germany	50	90	139	0.5	0.8	0.8	2.6	3.7	3.4	421	888	1,366	0.3	0.6	0.7	7.1	8.8	8.6
France	28	38	56	0.3	0.3	0.3	1.5	1.6	1.4	225	300	464	0.2	0.2	0.3	3.8	3.0	2.9
United Kingdom	87	81	102	0.9	0.7	0.6	4.6	3.4	2.5	282	389	650	0.2	0.3	0.4	4.8	3.8	4.1
Italy	35	58	105	0.4	0.5	0.6	1.9	2.4	2.5	215	344	568	0.2	0.2	0.3	3.6	3.4	3.6
Other EEC	33	62	112	0.3	0.5	0.7	1.7	2.5	2.7	286	485	678	0.2	0.3	0.4	4.8	4.8	4.2
Other Western Europe	48	79	112	0.5	0.7	0.7	2.5	3.2	2.7	227	407	771	0.2	0.3	0.4	3.8	4.0	4.8
Eastern Europe	8	9	10	0.1	0.1	0.1	0.4	0.4	0.2	48	62	106	0.0	0.0	0.1	0.8	0.6	0.7
USSR (Former)	1	1	1	0.0	0.0	0.0	0.0	0.0	0.0	1	3	26	0.0	0.0	0.0	0.0	0.0	0.2
Other Eastern Europe	7	8	9	0.1	0.1	0.1	0.4	0.3	0.2	47	59	80	0.0	0.0	0.0	0.8	0.6	0.5
Middle East	3	5	8	0.0	0.0	0.0	0.1	0.2	0.2	46	107	128	0.0	0.1	0.1	0.8	1.1	0.8
Other Asia	247	343	573	2.5	3.0	3.4	13.0	14.1	13.9	2,892	4,860	7,528	2.2	3.1	4.1	48.8	47.9	47.2
Japan	136	125	173	1.4	1.1	1.0	7.2	5.1	4.2	1,587	2,345	3,614	1.2	1.5	2.0	26.8	23.1	22.6
Newly Industrialized	95	197	336	0.9	1.7	2.0	5.0	8.1	8.1	1,177	2,309	2,922	0.9	1.5	1.6	19.9	22.8	18.3
Korea, Republic of	30	54	98	0.3	0.5	0.6	1.6	2.2	2.4	413	588	691	0.3	0.4	0.4	7.0	5.8	4.3
Hong Kong	19	28	28	0.2	0.2	0.2	1.0	1.2	0.7	110	165	212	0.1	0.1	0.1	1.9	1.6	1.3
Taiwan	44	113	207	0.4	1.0	1.2	2.3	4.6	5.0	634	1,504	1,905	0.5	1.0	1.0	10.7	14.8	11.9
Singapore	2	2	3	0.0	0.0	0.0	0.1	0.1	0.1	21	52	115	0.0	0.0	0.1	0.3	0.5	0.7
China, P. Rep.	8	13	46	0.1	0.1	0.3	0.4	0.6	1.1	55	111	659	0.0	0.1	0.4	0.9	1.1	4.1
Other Africa	33	3	1	0.3	0.0	0.0	1.7	0.1	0.0	22	23	62	0.0	0.0	0.0	0.4	0.2	0.4
Oceania	5	7	12	0.1	0.1	0.1	0.3	0.3	0.3	25	53	83	0.0	0.0	0.0	0.4	0.5	0.5
OECD (Excl. Canada and US)	422	541	812	4.2	4.7	4.8	22.2	22.3	19.7	3,270	5,222	8,206	2.5	3.4	4.5	55.1	51.5	51.4
Non-OECD	162	252	454	1.6	2.2	2.7	8.5	10.4	11.0	1,654	3,235	5,355	1.3	2.1	2.9	27.9	31.9	33.6

Table 7.2
Machinery (SIC 31)

Country of origin	Canadian Market									United States Market								
	Value of Supply			Total Market Share			Import Market Share			Value of Supply			Total Market Share			Import Market Share		
	81-83	85-87	89-91	81-83	85-87	89-91	81-83	85-87	89-91	81-83	85-87	89-91	81-83	85-87	89-91	81-83	85-87	89-91
	Million U.S. \$			Per cent			Per cent			Million U.S. \$			Per cent			Per cent		
Total Market	9,368	11,303	16,252	...	...	...	...	...	...	95,295	109,563	124,718	...	...	...	...	...	...
North America	7,909	8,520	12,664	84.4	75.4	77.9	78.9	67.2	70.0	85,636	90,374	102,136	89.9	82.5	81.9	16.7	11.6	13.3
United States	5,448	5,687	8,286	58.2	50.3	51.0	78.9	67.1	69.3	83,702	87,861	98,657	87.8	80.2	79.1	...	...	...
Canada	2,460	2,829	4,294	26.3	25.0	26.4	...	...	...	1,787	2,207	2,801	1.9	2.0	2.2	15.4	10.2	10.7
Mexico	2	4	84	0.0	0.0	0.5	0.0	0.0	0.7	147	306	678	0.2	0.3	0.5	1.3	1.4	2.6
Central America	0	0	0	0.0	0.0	0.0	0.0	0.0	0.0	5	13	5	0.0	0.0	0.0	0.0	0.1	0.0
South America	5	27	78	0.1	0.2	0.5	0.1	0.3	0.7	115	289	401	0.1	0.3	0.3	1.0	1.3	1.5
EEC	898	1,591	1,891	9.6	14.1	11.6	13.0	18.8	15.8	4,741	8,990	10,402	5.0	8.2	8.3	40.9	41.4	39.9
Germany	349	690	837	3.7	6.1	5.2	5.1	8.1	7.0	2,181	4,098	4,891	2.3	3.7	3.9	18.8	18.9	18.8
France	89	147	209	0.9	1.3	1.3	1.3	1.7	1.7	382	817	899	0.4	0.7	0.7	3.1	3.8	3.5
United Kingdom	278	341	364	3.0	3.0	2.2	4.0	4.0	3.0	1,045	1,714	1,977	1.1	1.6	1.6	9.0	7.9	7.6
Italy	108	215	272	1.2	1.9	1.7	1.6	2.5	2.3	674	1,278	1,528	0.7	1.2	1.2	5.8	5.9	5.9
Other EEC	74	198	209	0.8	1.7	1.3	1.1	2.3	1.7	480	1,083	1,108	0.5	1.0	0.9	4.1	5.0	4.2
Other Western Europe	234	380	529	2.5	3.4	3.3	3.4	4.5	4.4	1,073	1,668	1,963	1.1	1.5	1.6	9.3	7.7	7.5
Eastern Europe	27	21	31	0.3	0.2	0.2	0.4	0.2	0.3	112	83	151	0.1	0.1	0.1	1.0	0.4	0.6
USSR (Former)	9	4	7	0.1	0.0	0.0	0.1	0.0	0.1	1	4	23	0.0	0.0	0.0	0.0	0.0	0.1
Other Eastern Europe	18	17	24	0.2	0.1	0.1	0.3	0.2	0.2	110	78	128	0.1	0.1	0.1	0.9	0.4	0.5
Middle East	1	3	7	0.0	0.0	0.0	0.0	0.0	0.1	39	84	108	0.0	0.1	0.1	0.3	0.4	0.4
Other Asia	281	745	1,031	3.0	6.6	6.3	4.1	8.8	8.6	3,519	7,962	9,427	3.7	7.3	7.6	30.4	36.7	36.2
Japan	234	646	846	2.5	5.7	5.2	3.4	7.6	7.1	2,705	6,346	7,165	2.8	5.8	5.7	23.3	29.2	27.5
Newly Industrialized	44	93	165	0.5	0.8	1.0	0.6	1.1	1.4	767	1,527	1,784	0.8	1.4	1.4	6.6	7.0	6.8
Korea, Republic of	4	12	36	0.0	0.1	0.2	0.1	0.1	0.3	54	178	426	0.1	0.2	0.3	0.5	0.8	1.6
Hong Kong	2	4	7	0.0	0.0	0.0	0.0	0.1	0.1	189	182	93	0.2	0.2	0.1	1.6	0.8	0.4
Taiwan	21	56	90	0.2	0.5	0.6	0.3	0.7	0.7	445	979	1,024	0.5	0.9	0.8	3.8	4.5	3.9
Singapore	16	21	32	0.2	0.2	0.2	0.2	0.2	0.3	79	187	242	0.1	0.2	0.2	0.7	0.9	0.9
China, P. Rep.	1	5	13	0.0	0.0	0.1	0.0	0.1	0.1	31	42	300	0.0	0.0	0.2	0.3	0.2	1.2
Other Africa	6	7	7	0.1	0.1	0.0	0.1	0.1	0.1	12	30	35	0.0	0.0	0.0	0.1	0.1	0.1
Oceania	7	9	15	0.1	0.1	0.1	0.1	0.1	0.1	43	71	90	0.0	0.1	0.1	0.4	0.3	0.3
OECD (Excl. Canada and U.S.)	1,373	2,624	3,282	14.7	23.2	20.2	19.9	31.0	27.4	8,562	17,075	19,626	9.0	15.6	15.7	73.9	78.7	75.3
Non-OECD	88	163	391	0.9	1.4	2.4	1.3	1.9	3.3	1,244	2,419	3,634	1.3	2.2	2.9	10.7	11.1	13.9

Table 7.2

Transportation equipment (SIC 32)

Country of origin	Canadian Market									United States Market								
	Value of Supply			Total Market Share			Import Market Share			Value of Supply			Total Market Share			Import Market Share		
	81-83	85-87	89-91	81-83	85-87	89-91	81-83	85-87	89-91	81-83	85-87	89-91	81-83	85-87	89-91	81-83	85-87	89-91
	Million U.S. \$			Per cent			Per cent			Million U.S. \$			Per cent			Per cent		
Total Market	20,814	33,262	43,200	...	...	...	...	...	...	261,822	408,896	447,712	...	...	...	...	...	...
North America	18,655	29,168	36,707	89.6	87.7	85.0	87.2	85.6	79.7	237,108	353,996	388,415	90.6	86.6	86.8	36.7	33.2	37.3
United States	14,565	23,799	24,611	70.0	71.6	57.0	86.7	83.9	76.8	222,797	326,695	353,067	85.1	79.9	78.9	...	...	...
Canada	4,015	4,911	11,173	19.3	14.8	25.9	...	...	...	13,601	24,370	30,820	5.2	6.0	6.9	34.9	29.6	32.6
Mexico	76	458	923	0.4	1.4	2.1	0.5	1.6	2.9	710	2,931	4,527	0.3	0.7	1.0	1.8	3.6	4.8
Central America	1	3	4	0.0	0.0	0.0	0.0	0.0	0.0	14	37	33	0.0	0.0	0.0	0.0	0.0	0.0
South America	13	56	59	0.1	0.2	0.1	0.1	0.2	0.2	380	892	1,251	0.1	0.2	0.3	1.0	1.1	1.3
EEC	574	1,008	1,963	2.8	3.0	4.5	3.4	3.6	6.1	7,960	17,366	18,395	3.0	4.2	4.1	20.4	21.1	19.4
Germany	257	617	774	1.2	1.9	1.8	1.5	2.2	2.4	4,013	9,840	7,825	1.5	2.4	1.7	10.3	12.0	8.3
France	93	93	561	0.4	0.3	1.3	0.6	0.3	1.8	1,449	2,770	4,009	0.6	0.7	0.9	3.7	3.4	4.2
United Kingdom	196	209	423	0.9	0.6	1.0	1.2	0.7	1.3	1,710	3,163	3,900	0.7	0.8	0.9	4.4	3.8	4.1
Italy	13	40	75	0.1	0.1	0.2	0.1	0.1	0.2	399	776	1,137	0.2	0.2	0.3	1.0	0.9	1.2
Other EEC	15	50	131	0.1	0.1	0.3	0.1	0.2	0.4	388	817	1,524	0.1	0.2	0.3	1.0	1.0	1.6
Other Western Europe	138	210	289	0.7	0.6	0.7	0.8	0.7	0.9	1,045	2,379	2,228	0.4	0.6	0.5	2.7	2.9	2.4
Eastern Europe	29	15	9	0.1	0.0	0.0	0.2	0.1	0.0	48	136	78	0.0	0.0	0.0	0.1	0.2	0.1
USSR (Former)	24	4	4	0.1	0.0	0.0	0.1	0.0	0.0	0	0	2	0.0	0.0	0.0	0.0	0.0	0.0
Other Eastern Europe	5	12	5	0.0	0.0	0.0	0.0	0.0	0.0	46	135	76	0.0	0.0	0.0	0.1	0.2	0.1
Middle East	3	4	6	0.0	0.0	0.0	0.0	0.0	0.0	133	212	318	0.1	0.1	0.1	0.3	0.3	0.3
Other Asia	1,394	2,757	4,154	6.7	8.3	9.6	8.3	9.7	13.0	15,096	33,739	36,623	5.8	8.3	8.2	38.7	41.0	38.7
Japan	1,352	2,370	3,777	6.5	7.1	8.7	8.1	8.4	11.8	14,472	31,041	33,183	5.5	7.6	7.4	37.1	37.8	35.1
Newly Industrialized	40	383	325	0.2	1.2	0.8	0.2	1.4	1.0	556	2,428	2,987	0.2	0.6	0.7	1.4	3.0	3.2
Korea, Republic of	22	309	274	0.1	0.9	0.6	0.1	1.1	0.9	49	1,196	1,725	0.0	0.3	0.4	0.1	1.5	1.8
Hong Kong	2	3	1	0.0	0.0	0.0	0.0	0.0	0.0	109	155	134	0.0	0.0	0.0	0.3	0.2	0.1
Taiwan	14	69	44	0.1	0.2	0.1	0.1	0.2	0.1	351	952	958	0.1	0.2	0.2	0.9	1.2	1.0
Singapore	1	1	5	0.0	0.0	0.0	0.0	0.0	0.0	47	124	170	0.0	0.0	0.0	0.1	0.2	0.2
China, P. Rep.	0	2	4	0.0	0.0	0.0	0.0	0.0	0.0	16	132	309	0.0	0.0	0.1	0.0	0.2	0.3
Other Africa	5	36	1	0.0	0.1	0.0	0.0	0.1	0.0	5	13	15	0.0	0.0	0.0	0.0	0.0	0.0
Oceania	2	4	8	0.0	0.0	0.0	0.0	0.0	0.0	36	126	355	0.0	0.0	0.1	0.1	0.2	0.4
OECD (Excl. Canada and U.S.)	2,067	3,589	6,037	9.9	10.8	14.0	12.3	12.7	18.8	23,512	50,913	54,186	9.0	12.5	12.1	60.2	61.9	57.3
Non-OECD	168	962	1,379	0.8	2.9	3.2	1.0	3.4	4.3	1,912	6,918	9,638	0.7	1.7	2.2	4.9	8.4	10.2

Table 7.2

Electrical and electronic products (SIC 33)

Country of origin	Canadian Market									United States Market								
	Value of Supply			Total Market Share			Import Market Share			Value of Supply			Total Market Share			Import Market Share		
	81-83	85-87	89-91	81-83	85-87	89-91	81-83	85-87	89-91	81-83	85-87	89-91	81-83	85-87	89-91	81-83	85-87	89-91
	Million U.S. \$			Per cent			Per cent			Million U.S. \$			Per cent			Per cent		
Total Market	11,888	15,859	24,911	...	...	...	...	...	...	185,400	270,442	308,590	...	...	...	...	...	...
North America	10,161	12,658	19,065	85.5	79.8	76.5	74.4	67.4	65.3	163,766	221,499	238,489	88.3	81.9	77.3	14.7	12.1	17.2
United States	4,957	6,524	10,643	41.7	41.1	42.7	73.6	66.4	63.2	160,037	214,753	223,897	86.3	79.4	72.6	...	...	...
Canada	5,149	6,031	8,076	43.3	38.0	32.4	...	...	...	1,700	3,111	6,284	0.9	1.2	2.0	6.7	5.6	7.4
Mexico	55	103	347	0.5	0.7	1.4	0.8	1.1	2.1	2,029	3,634	8,307	1.1	1.3	2.7	8.0	6.5	9.8
Central America	4	6	6	0.0	0.0	0.0	0.1	0.1	0.0	268	282	262	0.1	0.1	0.1	1.1	0.5	0.3
South America	33	55	42	0.3	0.3	0.2	0.5	0.6	0.3	197	521	407	0.1	0.2	0.1	0.8	0.9	0.5
EEC	319	593	1,044	2.7	3.7	4.2	4.7	6.0	6.2	2,283	5,291	7,173	1.2	2.0	2.3	9.0	9.5	8.5
Germany	83	136	327	0.7	0.9	1.3	1.2	1.4	1.9	765	1,707	2,354	0.4	0.6	0.8	3.0	3.1	2.8
France	51	99	183	0.4	0.6	0.7	0.8	1.0	1.1	270	647	914	0.1	0.2	0.3	1.1	1.2	1.1
United Kingdom	82	141	261	0.7	0.9	1.0	1.2	1.4	1.5	487	1,216	2,056	0.3	0.4	0.7	1.9	2.2	2.4
Italy	52	78	97	0.4	0.5	0.4	0.8	0.8	0.6	245	734	622	0.1	0.3	0.2	1.0	1.3	0.7
Other EEC	51	137	175	0.4	0.9	0.7	0.8	1.4	1.0	516	988	1,227	0.3	0.4	0.4	2.0	1.8	1.4
Other Western Europe	102	115	260	0.9	0.7	1.0	1.5	1.2	1.5	410	859	1,213	0.2	0.3	0.4	1.6	1.5	1.4
Eastern Europe	7	9	14	0.1	0.1	0.1	0.1	0.1	0.1	53	72	95	0.0	0.0	0.0	0.2	0.1	0.1
USSR (Former)	0	0	0	0.0	0.0	0.0	0.0	0.0	0.0	1	1	2	0.0	0.0	0.0	0.0	0.0	0.0
Other Eastern Europe	7	9	13	0.1	0.1	0.1	0.1	0.1	0.1	52	70	93	0.0	0.0	0.0	0.2	0.1	0.1
Middle East	4	6	13	0.0	0.0	0.1	0.1	0.1	0.1	89	277	550	0.0	0.1	0.2	0.3	0.5	0.6
Other Asia	1,258	2,413	4,457	10.6	15.2	17.9	18.7	24.6	26.5	18,312	41,572	60,275	9.9	15.4	19.5	72.2	74.7	71.2
Japan	849	1,531	2,303	7.1	9.7	9.2	12.6	15.6	13.7	9,658	24,048	28,716	5.2	8.9	9.3	38.1	43.2	33.9
Newly Industrialized	377	805	1,689	3.2	5.1	6.8	5.6	8.2	10.0	6,555	14,745	22,962	3.5	5.5	7.4	25.8	26.5	27.1
Korea, Republic of	98	257	580	0.8	1.6	2.3	1.5	2.6	3.4	1,347	3,780	5,962	0.7	1.4	1.9	5.3	6.8	7.0
Hong Kong	102	121	200	0.9	0.8	0.8	1.5	1.2	1.2	1,344	2,224	2,141	0.7	0.8	0.7	5.3	4.0	2.5
Taiwan	136	333	559	1.1	2.1	2.2	2.0	3.4	3.3	2,264	5,351	7,746	1.2	2.0	2.5	8.9	9.6	9.1
Singapore	41	94	350	0.3	0.6	1.4	0.6	1.0	2.1	1,600	3,390	7,114	0.9	1.3	2.3	6.3	6.1	8.4
China, P. Rep.	1	8	180	0.0	0.0	0.7	0.0	0.1	1.1	13	197	2,247	0.0	0.1	0.7	0.1	0.4	2.7
Other Africa	0	1	1	0.0	0.0	0.0	0.0	0.0	0.0	3	24	28	0.0	0.0	0.0	0.0	0.0	0.0
Oceania	1	2	7	0.0	0.0	0.0	0.0	0.0	0.0	19	45	98	0.0	0.0	0.0	0.1	0.1	0.1
OECD (Excl. Canada and U.S.)	1,271	2,241	3,610	10.7	14.1	14.5	18.9	22.8	21.4	12,369	30,232	37,191	6.7	11.2	12.1	48.8	54.3	43.9
Non-OECD	511	1,063	2,582	4.3	6.7	10.4	7.6	10.8	15.3	11,294	22,345	41,217	6.1	8.3	13.4	44.5	40.1	48.7

Table 7.2

Non-metallic mineral products (SIC 35)

Country of origin	Canadian Market									United States Market								
	Value of Supply			Total Market Share			Import Market Share			Value of Supply			Total Market Share			Import Market Share		
	81-83	85-87	89-91	81-83	85-87	89-91	81-83	85-87	89-91	81-83	85-87	89-91	81-83	85-87	89-91	81-83	85-87	89-91
	Million U.S. \$			Per cent			Per cent			Million U.S. \$			Per cent			Per cent		
Total Market	4,170	5,282	7,118	...	...	...	...	...	...	44,363	57,649	61,758	...	...	...	...	...	...
North America	3,884	4,862	6,443	93.1	92.0	90.5	64.8	60.6	64.5	42,409	53,906	57,310	95.6	93.5	92.8	23.1	23.6	22.7
United States	524	642	1,199	12.6	12.2	16.8	64.4	60.2	63.0	41,822	52,748	56,002	94.3	91.5	90.7	...	...	...
Canada	3,357	4,215	5,216	80.5	79.8	73.3	...	...	...	454	778	795	1.0	1.3	1.3	17.9	15.9	13.8
Mexico	3	4	29	0.1	0.1	0.4	0.3	0.4	1.5	132	380	513	0.3	0.7	0.8	5.2	7.7	8.9
Central America	0	0	0	0.0	0.0	0.0	0.0	0.0	0.0	8	20	23	0.0	0.0	0.0	0.3	0.4	0.4
South America	3	12	25	0.1	0.2	0.4	0.4	1.1	1.3	38	175	267	0.1	0.3	0.4	1.5	3.6	4.6
EEC	173	257	368	4.1	4.9	5.2	21.3	24.1	19.4	900	1,795	2,072	2.0	3.1	3.4	35.4	36.6	36.0
Germany	25	42	55	0.6	0.8	0.8	3.0	3.9	2.9	208	306	358	0.5	0.5	0.6	8.2	6.2	6.2
France	20	31	46	0.5	0.6	0.6	2.4	2.9	2.4	99	192	240	0.2	0.3	0.4	3.9	3.9	4.2
United Kingdom	58	64	80	1.4	1.2	1.1	7.2	6.0	4.2	141	204	253	0.3	0.4	0.4	5.5	4.2	4.4
Italy	44	80	123	1.1	1.5	1.7	5.4	7.5	6.4	280	609	722	0.6	1.1	1.2	11.0	12.4	12.5
Other EEC	26	40	65	0.6	0.8	0.9	3.2	3.8	3.4	173	485	499	0.4	0.8	0.8	6.8	9.9	8.7
Other Western Europe	11	21	29	0.3	0.4	0.4	1.4	2.0	1.6	54	92	131	0.1	0.2	0.2	2.1	1.9	2.3
Eastern Europe	20	18	26	0.5	0.3	0.4	2.5	1.7	1.4	26	31	48	0.1	0.1	0.1	1.0	0.6	0.8
USSR (Former)	0	1	2	0.0	0.0	0.0	0.0	0.1	0.1	0	2	9	0.0	0.0	0.0	0.0	0.0	0.2
Other Eastern Europe	20	17	24	0.5	0.3	0.3	2.4	1.6	1.3	25	30	39	0.1	0.1	0.1	1.0	0.6	0.7
Middle East	1	2	8	0.0	0.0	0.1	0.1	0.2	0.4	5	18	31	0.0	0.0	0.1	0.2	0.4	0.5
Other Asia	76	107	211	1.8	2.0	3.0	9.4	10.1	11.1	909	1,582	1,818	2.0	2.7	2.9	35.8	32.3	31.6
Japan	53	71	106	1.3	1.3	1.5	6.5	6.7	5.6	591	852	797	1.3	1.5	1.3	23.3	17.4	13.8
Newly Industrialized	15	26	59	0.4	0.5	0.8	1.8	2.4	3.1	258	614	596	0.6	1.1	1.0	10.2	12.5	10.4
Korea, Republic of	5	10	13	0.1	0.2	0.2	0.6	0.9	0.7	56	129	122	0.1	0.2	0.2	2.2	2.6	2.1
Hong Kong	2	3	5	0.0	0.0	0.1	0.2	0.2	0.3	30	48	42	0.1	0.1	0.1	1.2	1.0	0.7
Taiwan	8	14	40	0.2	0.3	0.6	1.0	1.3	2.1	169	434	426	0.4	0.8	0.7	6.7	8.9	7.4
Singapore	0	0	0	0.0	0.0	0.0	0.0	0.0	0.0	3	2	6	0.0	0.0	0.0	0.1	0.1	0.1
China, P. Rep.	6	7	27	0.1	0.1	0.4	0.8	0.6	1.4	39	73	236	0.1	0.1	0.4	1.5	1.5	4.1
Other Africa	1	2	5	0.0	0.0	0.1	0.1	0.2	0.2	8	22	36	0.0	0.0	0.1	0.3	0.4	0.6
Oceania	0	1	2	0.0	0.0	0.0	0.0	0.1	0.1	6	7	24	0.0	0.0	0.0	0.3	0.1	0.4
OECD (Excl. Canada and U.S.)	237	351	511	5.7	6.6	7.2	29.2	32.9	26.9	1,551	2,748	3,038	3.5	4.8	4.9	61.0	56.1	52.8
Non-OECD	52	73	193	1.2	1.4	2.7	6.4	6.8	10.1	535	1,375	1,923	1.2	2.4	3.1	21.1	28.0	33.4

Table 7.2

Refined petroleum and coal products (SIC 36)

Country of origin	Canadian Market									United States Market								
	Value of Supply			Total Market Share			Import Market Share			Value of Supply			Total Market Share			Import Market Share		
	81-83	85-87	89-91	81-83	85-87	89-91	81-83	85-87	89-91	81-83	85-87	89-91	81-83	85-87	89-91	81-83	85-87	89-91
	Million U.S. \$			Per cent			Per cent			Million U.S. \$			Per cent			Per cent		
Total Market	16,433	13,249	13,758	...	...	...	...	...	...	204,410	146,659	163,552	...	...	...	...	...	...
North America	16,159	12,731	13,002	98.3	96.1	94.5	63.1	58.1	53.7	190,464	133,411	151,973	93.2	91.0	92.9	18.4	17.3	17.2
United States	465	714	873	2.8	5.4	8.3	62.7	57.8	53.5	187,315	130,647	149,563	91.6	89.1	91.4	...	...	...
Canada	15,691	12,013	12,127	95.5	90.7	88.1	...	...	...	2,615	2,178	2,145	1.3	1.5	1.3	15.3	13.6	15.3
Mexico	3	3	2	0.0	0.0	0.0	0.4	0.2	0.1	535	586	265	0.3	0.4	0.2	3.1	3.7	1.9
Central America	44	33	43	0.3	0.2	0.3	6.0	2.7	2.6	4,092	1,121	793	2.0	0.8	0.5	23.9	7.0	5.7
South America	157	199	296	1.0	1.5	2.1	21.1	16.1	18.1	4,281	4,309	4,640	2.1	2.9	2.8	25.0	26.9	33.2
EEC	60	214	258	0.4	1.6	1.9	8.0	17.3	15.8	1,814	2,566	2,671	0.9	1.7	1.6	10.6	16.0	19.1
Germany	5	8	5	0.0	0.1	0.0	0.6	0.7	0.3	81	73	59	0.0	0.0	0.0	0.5	0.5	0.4
France	2	14	28	0.0	0.1	0.2	0.2	1.1	1.7	80	139	300	0.0	0.1	0.2	0.5	0.9	2.1
United Kingdom	14	22	49	0.1	0.2	0.4	1.9	1.8	3.0	238	403	478	0.1	0.3	0.3	1.4	2.5	3.4
Italy	4	52	29	0.0	0.4	0.2	0.5	4.2	1.8	262	582	432	0.1	0.4	0.3	1.5	3.6	3.1
Other EEC	36	117	147	0.2	0.9	1.1	4.8	9.5	9.0	1,153	1,368	1,401	0.6	0.9	0.9	6.7	8.5	10.0
Other Western Europe	0	15	19	0.0	0.1	0.1	0.0	1.2	1.2	52	99	150	0.0	0.1	0.1	0.3	0.6	1.1
Eastern Europe	7	6	49	0.0	0.0	0.4	1.0	0.4	3.0	269	558	419	0.1	0.4	0.3	1.6	3.5	3.0
USSR (Former)	0	3	29	0.0	0.0	0.2	0.0	0.2	1.8	62	114	279	0.0	0.1	0.2	0.4	0.7	2.0
Other Eastern Europe	7	3	20	0.0	0.0	0.1	1.0	0.2	1.2	207	444	141	0.1	0.3	0.1	1.2	2.8	1.0
Middle East	0	19	50	0.0	0.1	0.4	0.0	1.6	3.0	690	982	1,119	0.3	0.7	0.7	4.0	6.1	8.0
Other Asia	0	10	5	0.0	0.1	0.0	0.0	0.8	0.3	1,018	1,393	669	0.5	0.9	0.4	6.0	8.7	4.8
Japan	0	3	1	0.0	0.0	0.0	0.0	0.3	0.0	80	103	45	0.0	0.1	0.0	0.5	0.6	0.3
Newly Industrialized	0	0	1	0.0	0.0	0.0	0.0	0.0	0.0	141	400	164	0.1	0.3	0.1	0.8	2.5	1.2
Korea, Republic of	0	0	1	0.0	0.0	0.0	0.0	0.0	0.0	21	74	29	0.0	0.1	0.0	0.1	0.5	0.2
Hong Kong	0	0	0	0.0	0.0	0.0	0.0	0.0	0.0	0	0	0	0.0	0.0	0.0	0.0	0.0	0.0
Taiwan	0	0	0	0.0	0.0	0.0	0.0	0.0	0.0	13	32	0	0.0	0.0	0.0	0.1	0.2	0.0
Singapore	0	0	0	0.0	0.0	0.0	0.0	0.0	0.0	106	293	135	0.1	0.2	0.1	0.6	1.8	1.0
China, P. Rep.	0	0	0	0.0	0.0	0.0	0.0	0.0	0.0	378	207	43	0.2	0.1	0.0	2.2	1.3	0.3
Other Africa	5	23	37	0.0	0.2	0.3	0.7	1.9	2.3	1,672	2,158	1,086	0.8	1.5	0.7	9.8	13.5	7.8
Oceania	0	0	0	0.0	0.0	0.0	0.0	0.0	0.0	57	63	31	0.0	0.0	0.0	0.3	0.4	0.2
OECD (Excl. Canada and U.S.)	60	235	278	0.4	1.8	2.0	8.1	19.0	17.0	2,007	2,905	2,956	1.0	2.0	1.8	11.7	18.1	21.1
Non-OECD	217	286	480	1.3	2.2	3.5	29.2	23.1	29.4	12,473	10,929	8,887	6.1	7.5	5.4	73.0	68.3	63.5

Table 7.2

Chemical and chemical products (SIC 37)

Country of origin	Canadian Market									United States Market								
	Value of Supply			Total Market Share			Import Market Share			Value of Supply			Total Market Share			Import Market Share		
	81-83	85-87	89-91	81-83	85-87	89-91	81-83	85-87	89-91	81-83	85-87	89-91	81-83	85-87	89-91	81-83	85-87	89-91
	Million U.S. \$			Per cent			Per cent			Million U.S. \$			Per cent			Per cent		
Total Market	12,303	15,103	21,986	...	...	...	...	...	...	174,064	200,697	262,904	...	...	...	...	...	...
North America	11,456	13,831	20,139	93.1	91.6	91.6	76.5	72.8	75.2	167,131	189,029	245,227	96.0	94.2	93.3	20.2	17.5	21.2
United States	2,748	3,395	5,578	22.3	22.5	25.4	76.3	72.6	75.0	165,381	186,548	240,467	95.0	93.0	91.5	...	...	...
Canada	8,703	10,425	14,547	70.7	69.0	66.2	...	...	...	1,484	2,106	4,129	0.9	1.0	1.6	17.1	14.9	18.4
Mexico	6	11	14	0.0	0.1	0.1	0.2	0.2	0.2	266	375	631	0.2	0.2	0.2	3.1	2.6	2.8
Central America	17	19	20	0.1	0.1	0.1	0.5	0.4	0.3	235	317	643	0.1	0.2	0.2	2.7	2.2	2.9
South America	15	22	18	0.1	0.1	0.1	0.4	0.5	0.2	390	464	640	0.2	0.2	0.2	4.5	3.3	2.9
EEC	567	856	1,252	4.6	5.7	5.7	15.7	18.3	16.8	3,566	6,365	9,412	2.0	3.2	3.6	41.1	45.0	41.9
Germany	165	274	381	1.3	1.8	1.7	4.6	5.9	5.1	1,128	1,827	2,895	0.6	0.9	1.1	13.0	12.9	12.9
France	70	123	175	0.6	0.8	0.8	1.9	2.6	2.3	761	1,407	1,595	0.4	0.7	0.6	8.8	9.9	7.1
United Kingdom	167	192	323	1.4	1.3	1.5	4.6	4.1	4.3	770	1,370	2,115	0.4	0.7	0.8	8.9	9.7	9.4
Italy	28	60	77	0.2	0.4	0.4	0.8	1.3	1.0	237	552	790	0.1	0.3	0.3	2.7	3.9	3.5
Other EEC	137	208	297	1.1	1.4	1.3	3.8	4.5	4.0	670	1,209	2,017	0.4	0.6	0.8	7.7	8.5	9.0
Other Western Europe	120	146	237	1.0	1.0	1.1	3.3	3.1	3.2	487	894	1,543	0.3	0.4	0.6	5.6	6.3	6.9
Eastern Europe	9	17	17	0.1	0.1	0.1	0.3	0.4	0.2	183	319	312	0.1	0.2	0.1	2.1	2.3	1.4
USSR (Former)	2	4	3	0.0	0.0	0.0	0.0	0.1	0.0	131	151	191	0.1	0.1	0.1	1.5	1.1	0.8
Other Eastern Europe	8	13	15	0.1	0.1	0.1	0.2	0.3	0.2	52	168	121	0.0	0.1	0.0	0.6	1.2	0.5
Middle East	4	7	12	0.0	0.0	0.1	0.1	0.1	0.2	66	258	406	0.0	0.1	0.2	0.8	1.8	1.8
Other Asia	98	188	214	0.8	1.2	1.0	2.7	4.0	2.9	1,219	2,358	3,484	0.7	1.2	1.3	14.0	16.7	15.5
Japan	71	130	117	0.6	0.9	0.5	2.0	2.8	1.6	900	1,666	2,186	0.5	0.8	0.8	10.4	11.8	9.7
Newly Industrialized	15	37	62	0.1	0.2	0.3	0.4	0.8	0.8	132	387	733	0.1	0.2	0.3	1.5	2.7	3.3
Korea, Republic of	10	17	30	0.1	0.1	0.1	0.3	0.4	0.4	60	90	170	0.0	0.0	0.1	0.7	0.6	0.8
Hong Kong	1	2	3	0.0	0.0	0.0	0.0	0.0	0.0	10	30	35	0.0	0.0	0.0	0.1	0.2	0.2
Taiwan	3	5	14	0.0	0.0	0.1	0.1	0.1	0.2	55	161	182	0.0	0.1	0.1	0.6	1.1	0.8
Singapore	1	13	16	0.0	0.1	0.1	0.0	0.3	0.2	6	105	346	0.0	0.1	0.1	0.1	0.7	1.5
China, P. Rep.	9	13	24	0.1	0.1	0.1	0.2	0.3	0.3	139	195	336	0.1	0.1	0.1	1.6	1.4	1.5
Other Africa	8	9	31	0.1	0.1	0.1	0.2	0.2	0.4	98	114	84	0.1	0.1	0.0	1.1	0.8	0.4
Oceania	8	8	45	0.1	0.1	0.2	0.2	0.2	0.6	689	578	1,151	0.4	0.3	0.4	7.9	4.1	5.1
OECD (Excl. Canada and U.S.)	765	1,141	1,652	6.2	7.6	7.5	21.3	24.4	22.2	5,652	9,530	14,311	3.2	4.7	5.4	65.1	67.4	63.8
Non-OECD	87	143	209	0.7	0.9	1.0	2.4	3.0	2.8	1,546	2,514	3,997	0.9	1.3	1.5	17.8	17.8	17.8

Table 7.2
Other manufacturing (SIC 39)

Country of origin	Canadian Market									United States Market								
	Value of Supply			Total Market Share			Import Market Share			Value of Supply			Total Market Share			Import Market Share		
	81-83	85-87	89-91	81-83	85-87	89-91	81-83	85-87	89-91	81-83	85-87	89-91	81-83	85-87	89-91	81-83	85-87	89-91
	Million U.S. \$			Per cent			Per cent			Million U.S. \$			Per cent			Per cent		
Total Market	5,927	7,287	10,260	...	...	...	...	...	...	95,550	120,822	149,966	...	...	...	...	...	...
North America	4,667	5,286	7,477	78.8	72.5	72.9	64.1	56.3	59.8	80,800	94,492	110,313	84.6	78.2	73.6	5.6	5.3	7.2
United States	2,242	2,570	4,103	37.8	35.3	40.0	63.9	56.1	59.3	79,921	93,033	107,218	83.6	77.0	71.5	...	...	...
Canada	2,417	2,704	3,339	40.8	37.1	32.5	...	...	...	600	930	1,659	0.6	0.8	1.1	3.8	3.3	3.9
Mexico	8	11	35	0.1	0.2	0.3	0.2	0.2	0.5	279	530	1,436	0.3	0.4	1.0	1.8	1.9	3.4
Central America	3	3	6	0.1	0.0	0.1	0.1	0.1	0.1	100	205	303	0.1	0.2	0.2	0.6	0.7	0.7
South America	3	7	7	0.1	0.1	0.1	0.1	0.2	0.1	155	291	544	0.2	0.2	0.4	1.0	1.0	1.3
EEC	426	693	786	7.2	9.5	7.7	12.1	15.1	11.4	3,639	6,826	9,526	3.8	5.6	6.4	23.3	24.6	22.3
Germany	96	192	231	1.6	2.6	2.2	2.7	4.2	3.3	906	1,859	2,526	0.9	1.5	1.7	5.8	6.7	5.9
France	56	94	115	1.0	1.3	1.1	1.6	2.1	1.7	348	672	937	0.4	0.6	0.6	2.2	2.4	2.2
United Kingdom	99	131	155	1.7	1.8	1.5	2.8	2.9	2.2	559	998	1,645	0.6	0.8	1.1	3.6	3.6	3.8
Italy	51	94	121	0.9	1.3	1.2	1.5	2.0	1.8	698	1,517	1,821	0.7	1.3	1.2	4.5	5.5	4.3
Other EEC	123	162	164	2.1	2.5	1.6	3.5	4.0	2.4	1,127	1,779	2,597	1.2	1.5	1.7	7.2	6.4	6.1
Other Western Europe	75	140	178	1.3	1.9	1.7	2.1	3.0	2.6	796	1,413	1,603	0.8	1.2	1.1	5.1	5.1	3.8
Eastern Europe	15	11	50	0.3	0.2	0.5	0.4	0.2	0.7	34	68	158	0.0	0.1	0.1	0.2	0.2	0.4
USSR (Former)	4	2	40	0.1	0.0	0.4	0.1	0.1	0.6	5	12	89	0.0	0.0	0.1	0.0	0.0	0.2
Other Eastern Europe	10	9	10	0.2	0.1	0.1	0.3	0.2	0.1	29	56	69	0.0	0.0	0.0	0.2	0.2	0.2
Middle East	23	42	32	0.4	0.6	0.3	0.6	0.9	0.5	674	1,274	1,673	0.7	1.1	1.1	4.3	4.6	3.9
Other Asia	704	1,095	1,712	11.9	15.0	16.7	20.1	23.9	24.7	9,208	16,075	25,225	9.6	13.3	16.8	58.9	57.8	59.0
Japan	372	514	732	6.3	7.0	7.1	10.6	11.2	10.6	4,787	7,648	11,683	5.0	6.3	7.8	30.6	27.5	27.3
Newly Industrialized	302	500	659	5.1	6.9	6.4	8.6	10.9	9.5	3,646	6,507	7,419	3.8	5.4	4.9	23.3	23.4	17.4
Korea, Republic of	50	109	144	0.8	1.5	1.4	1.4	2.4	2.1	663	1,506	1,783	0.7	1.2	1.2	4.2	5.4	4.2
Hong Kong	143	169	137	2.4	2.3	1.3	4.1	3.7	2.0	1,415	1,927	1,767	1.5	1.6	1.2	9.1	6.9	4.1
Taiwan	100	214	363	1.7	2.9	3.5	2.9	4.7	5.2	1,434	2,879	3,564	1.5	2.4	2.4	9.2	10.4	8.3
Singapore	8	8	15	0.1	0.1	0.1	0.2	0.2	0.2	134	195	306	0.1	0.2	0.2	0.9	0.7	0.7
China, P. Rep.	7	39	233	0.1	0.5	2.3	0.2	0.9	3.4	76	594	3,283	0.1	0.5	2.2	0.5	2.1	7.7
Other Africa	6	4	3	0.1	0.1	0.0	0.2	0.1	0.0	103	118	479	0.1	0.1	0.3	0.7	0.4	1.1
Oceania	6	7	9	0.1	0.1	0.1	0.2	0.2	0.1	42	60	142	0.0	0.0	0.1	0.3	0.2	0.3
OECD (Excl. Canada and U.S.)	876	1,352	1,704	14.8	18.5	16.6	25.0	29.5	24.6	9,257	15,939	22,952	9.7	13.2	15.3	59.2	57.4	53.7
Non-OECD	391	661	1,114	6.6	9.1	10.9	11.1	14.4	16.1	5,772	10,920	16,136	6.0	9.0	12.1	36.9	39.3	42.4

Table 7.3

Combined Market (Whole Period)

Industry	Period	1981-83 to 1989-91													
		Supply (Billion U.S. \$)								Total Market Share (Per cent)					
		Total Market		Canada		United States		Other Countries		Canada		United States		Other Countries	
		Value	Δ	Value	Δ	Value	Δ	Value	Δ	Level	Δ	Level	Δ	Level	Δ
Manufacturing Industries	89-91	3164.6		232.4		2549.4		382.8		7.3		80.6		12.1	
	81-83	2177.0	987.6	144.3	88.1	1868.3	681.1	164.4	218.4	6.6	0.7	85.8	-5.3	7.6	4.5
Food	89-91	360.9		30.1		316.6		14.2		8.3		87.7		3.9	
	81-83	264.8	96.1	21.4	8.7	234.4	82.1	8.9	5.3	8.1	0.3	88.5	-0.8	3.4	0.6
Beverages	89-91	55.4		4.9		46.6		3.9		8.8		84.1		7.1	
	81-83	40.7	14.7	3.3	1.6	34.7	11.9	2.7	1.2	8.1	0.7	85.3	-1.2	6.6	0.5
Tobacco products	89-91	26.5		1.6		24.8		0.1		6.0		93.6		0.4	
	81-83	15.6	10.9	1.1	0.5	14.2	10.6	0.3	-0.2	7.1	-1.1	91.0	2.7	1.9	-1.6
Rubber products	89-91	30.4		2.1		24.6		3.7		6.9		81.1		12.0	
	81-83	21.3	9.0	1.5	0.5	18.4	6.2	1.4	2.3	7.3	-0.4	86.4	-5.3	6.4	5.7
Plastic products	89-91	65.6		4.9		57.5		3.1		7.5		87.7		4.8	
	81-83	33.7	31.9	2.2	2.7	30.5	27.1	1.0	2.1	6.6	0.9	90.4	-2.6	3.0	1.8
Leather and allied	89-91	23.7		0.9		9.0		13.8		3.9		38.1		58.0	
	81-83	16.7	7.0	1.0	-0.0	10.1	-1.0	5.7	8.1	5.7	-1.8	60.4	-22.3	33.9	24.1
Primary textiles	89-91	52.9		2.2		46.0		4.7		4.2		86.9		8.9	
	81-83	41.6	11.3	1.9	0.3	37.5	8.6	2.2	2.5	4.6	-0.5	90.0	-3.1	5.4	3.5
Textile products	89-91	44.3		2.7		37.9		3.6		6.2		85.7		8.1	
	81-83	27.8	16.5	1.7	1.0	24.3	13.6	1.7	1.9	6.2	-0.0	87.6	-1.9	6.2	1.9
Clothing	89-91	88.3		5.6		54.3		28.4		6.4		61.5		32.1	
	81-83	62.3	26.0	3.8	1.8	48.9	5.4	9.6	18.8	6.1	0.3	78.5	-17.0	15.4	16.7
Wood	89-91	69.7		10.4		57.2		2.1		14.9		82.1		3.1	
	81-83	42.4	27.3	6.0	4.4	35.1	22.1	1.4	0.8	14.1	0.7	82.7	-0.6	3.2	-0.2
Furniture and fixtures	89-91	43.3		4.0		34.7		4.7		9.2		80.0		10.8	
	81-83	24.8	18.5	2.3	1.7	21.2	13.5	1.3	3.3	9.1	0.1	85.4	-5.5	5.4	5.4
Paper and allied	89-91	141.3		16.6		121.4		3.3		11.7		85.9		2.3	
	81-83	88.9	52.5	10.1	6.5	77.8	43.6	1.0	2.3	11.3	0.4	87.5	-1.6	1.1	1.2
Printing, publishing and allied	89-91	166.8		11.4		153.6		1.9		6.8		92.1		1.1	
	81-83	91.2	75.7	5.6	5.8	84.8	68.7	0.7	1.2	6.2	0.6	93.1	-1.0	0.8	0.4
Primary metals	89-91	139.5		12.4		111.6		15.5		8.9		80.0		11.1	
	81-83	121.9	17.6	9.1	3.3	97.5	14.1	15.2	0.3	7.5	1.4	80.0	0.0	12.5	-1.4
Fabricated metals	89-91	199.3		15.1		169.4		14.8		7.6		85.0		7.4	
	81-83	141.6	57.7	9.1	6.1	127.0	42.3	5.5	9.3	6.4	1.2	89.7	-4.7	3.9	3.5
Machinery	89-91	141.0		7.1		106.9		26.9		5.0		75.9		19.1	
	81-83	104.7	36.3	4.2	2.8	89.1	17.8	11.3	15.7	4.1	1.0	85.2	-9.3	10.8	8.3
Transportation equipment	89-91	490.9		42.0		377.7		71.2		8.6		76.9		14.5	
	81-83	282.6	208.3	17.6	24.4	237.4	140.3	27.7	43.6	6.2	2.3	84.0	-7.0	9.8	4.7
Electrical and electronic	89-91	333.5		14.4		234.5		84.6		4.3		70.3		25.4	
	81-83	197.3	136.2	6.8	7.5	165.0	69.5	25.4	59.2	3.5	0.8	83.6	-13.3	12.9	12.5
Non-metallic minerals	89-91	68.9		6.0		57.2		5.7		8.7		83.0		8.2	
	81-83	48.5	20.3	3.8	2.2	42.3	14.9	2.4	3.3	7.9	0.9	87.3	-4.2	4.9	3.3
Refined petroleum and coal	89-91	177.3		14.3		150.4		12.6		8.0		84.8		7.1	
	81-83	220.8	-43.5	18.3	-4.0	187.8	-37.3	14.8	-2.2	8.3	-0.2	85.0	-0.2	6.7	0.4
Chemicals	89-91	284.9		18.7		246.0		20.2		6.6		86.4		7.1	
	81-83	186.4	98.5	10.2	8.5	168.1	77.9	8.1	12.1	5.5	1.1	90.2	-3.8	4.3	2.8
Other manufacturing	89-91	160.2		5.0		111.3		43.9		3.1		69.5		27.4	
	81-83	101.5	58.7	3.0	2.0	82.2	29.2	16.3	27.6	3.0	0.1	81.0	-11.5	16.1	11.3

* Where Δ is defined as absolute change

Table 7.3
Combined Market (Second Half)

Industry	Period	1985-87 to 1989-91													
		Supply (Billion U.S. \$)								Total Market Share (Per cent)					
		Total Market		Canada		United States		Other Countries		Canada		United States		Other Countries	
		Value	Δ	Value	Δ	Value	Δ	Value	Δ	Level	Δ	Level	Δ	Level	Δ
Manufacturing Industries	89-91	3164.6		232.4		2549.4		382.8		7.3		80.6		12.1	
	85-87	2657.8	506.8	175.7	56.6	2188.8	360.7	293.3	89.5	6.6	0.7	82.4	-1.8	11.0	1.1
Food	89-91	360.9		30.1		316.6		14.2		8.3		87.7		3.9	
	85-87	295.5	65.4	23.2	6.9	261.6	55.0	10.7	3.5	7.8	0.5	88.5	-0.8	3.6	0.3
Beverages	89-91	55.4		4.9		46.6		3.9		8.8		84.1		7.1	
	85-87	48.6	6.8	3.8	1.1	41.3	5.3	3.5	0.4	7.7	1.1	85.1	-0.9	7.2	-0.2
Tobacco products	89-91	26.5		1.6		24.8		0.1		6.0		93.6		0.4	
	85-87	19.0	7.5	1.1	0.5	17.8	7.0	0.1	0.0	6.0	0.0	93.5	0.1	0.5	-0.1
Rubber products	89-91	30.4		2.1		24.6		3.7		6.9		81.1		12.0	
	85-87	25.3	5.0	1.8	0.3	21.4	3.2	2.1	1.5	7.0	-0.1	84.6	-3.5	8.4	3.7
Plastic products	89-91	65.6		4.9		57.5		3.1		7.5		87.7		4.8	
	85-87	49.5	16.1	3.2	1.7	44.0	13.6	2.3	0.8	6.5	1.0	88.9	-1.2	4.6	0.1
Leather and allied	89-91	23.7		0.9		9.0		13.8		3.9		38.1		58.0	
	85-87	19.5	4.2	1.0	-0.0	8.3	0.7	10.2	3.5	4.9	-1.0	42.7	-4.6	52.4	5.6
Primary textiles	89-91	52.9		2.2		46.0		4.7		4.2		86.9		8.9	
	85-87	46.3	6.6	2.0	0.2	40.1	5.9	4.2	0.5	4.3	-0.1	86.7	0.3	9.0	-0.1
Textile products	89-91	44.3		2.7		37.9		3.6		6.2		85.7		8.1	
	85-87	37.0	7.3	2.1	0.6	31.8	6.1	3.0	0.6	5.7	0.5	86.1	-0.4	8.2	-0.1
Clothing	89-91	88.3		5.6		54.3		28.4		6.4		61.5		32.1	
	85-87	77.3	11.0	4.4	1.3	53.0	1.2	19.9	8.5	5.6	0.7	68.6	-7.1	25.7	6.4
Wood	89-91	69.7		10.4		57.2		2.1		14.9		82.1		3.1	
	85-87	58.8	10.9	8.4	2.0	48.4	8.7	2.0	0.1	14.2	0.7	82.3	-0.3	3.4	-0.4
Furniture and fixtures	89-91	43.3		4.0		34.7		4.7		9.2		80.0		10.8	
	85-87	36.0	7.3	3.3	0.7	29.0	5.7	3.7	1.0	9.1	0.1	80.6	-0.6	10.3	0.5
Paper and allied	89-91	141.3		16.6		121.4		3.3		11.7		85.9		2.3	
	85-87	111.7	29.6	12.7	3.9	96.4	25.0	2.6	0.7	11.4	0.4	86.3	-0.3	2.4	-0.0
Printing, publishing and allied	89-91	166.8		11.4		153.6		1.9		6.8		92.1		1.1	
	85-87	130.6	36.2	7.6	3.8	121.8	31.8	1.3	0.6	5.8	1.0	93.2	-1.2	1.0	0.1
Primary metals	89-91	139.5		12.4		111.6		15.5		8.9		80.0		11.1	
	85-87	119.4	20.1	11.7	0.7	91.1	20.6	16.7	-1.1	9.8	-0.9	76.2	3.8	13.9	-2.8
Fabricated metals	89-91	199.3		15.1		169.4		14.8		7.6		85.0		7.4	
	85-87	167.1	32.2	10.8	4.3	147.1	22.3	9.2	5.6	6.5	1.1	88.0	-3.0	5.5	1.9
Machinery	89-91	141.0		7.1		106.9		26.9		5.0		75.9		19.1	
	85-87	120.9	20.1	5.0	2.1	93.5	13.4	22.3	4.7	4.2	0.9	77.4	-1.5	18.4	0.7
Transportation equipment	89-91	490.9		42.0		377.7		71.2		8.6		76.9		14.5	
	85-87	442.2	48.8	29.3	12.7	350.5	27.2	62.4	8.9	6.6	1.9	79.3	-2.3	14.1	0.4
Electrical and electronic	89-91	333.5		14.4		234.5		84.6		4.3		70.3		25.4	
	85-87	286.3	47.2	9.1	5.2	221.3	13.3	55.9	28.7	3.2	1.1	77.3	-7.0	19.5	5.8
Non-metallic minerals	89-91	68.9		6.0		57.2		5.7		8.7		83.0		8.2	
	85-87	62.9	5.9	5.0	1.0	53.4	3.8	4.5	1.1	7.9	0.8	84.8	-1.8	7.2	1.0
Refined petroleum and coal	89-91	177.3		14.3		150.4		12.6		8.0		84.8		7.1	
	85-87	159.9	17.4	14.2	0.1	131.4	19.1	14.4	-1.8	8.9	-0.8	82.1	2.7	9.0	-1.9
Chemicals	89-91	284.9		18.7		246.0		20.2		6.6		86.4		7.1	
	85-87	215.8	69.1	12.5	6.1	189.9	56.1	13.3	6.8	5.8	0.7	88.0	-1.7	6.2	0.9
Other manufacturing	89-91	160.2		5.0		111.3		43.9		3.1		69.5		27.4	
	85-87	128.1	32.1	3.6	1.4	95.6	15.7	28.9	15.0	2.8	0.3	74.6	-5.1	22.5	4.9

* Where Δ is defined as absolute change

Table 7.3
Combined Market (First Half)

Industry	Period	1981-83 to 1985-87													
		Supply (Billion U.S. \$)								Total Market Share (Per cent)					
		Total Market		Canada		United States		Other Countries		Canada		United States		Other Countries	
		Value	Δ	Value	Δ	Value	Δ	Value	Δ	Level	Δ	Level	Δ	Level	Δ
Manufacturing Industries	85-87	2657.8		175.7		2188.8		293.3		6.6		82.4		11.0	
	81-83	2177.0	480.8	144.3	31.5	1868.3	320.5	164.4	128.8	6.6	-0.0	85.8	-3.5	7.6	3.5
Food	85-87	295.5		23.2		261.6		10.7		7.8		88.5		3.6	
	81-83	264.8	30.7	21.4	1.8	234.4	27.2	8.9	1.8	8.1	-0.2	88.5	-0.0	3.4	0.3
Beverages	85-87	48.6		3.8		41.3		3.5		7.7		85.1		7.2	
	81-83	40.7	7.9	3.3	0.5	34.7	6.6	2.7	0.8	8.1	-0.4	85.3	-0.2	6.6	0.6
Tobacco products	85-87	19.0		1.1		17.8		0.1		6.0		93.5		0.5	
	81-83	15.6	3.4	1.1	0.0	14.2	3.5	0.3	-0.2	7.1	-1.1	91.0	2.5	1.9	-1.5
Rubber products	85-87	25.3		1.8		21.4		2.1		7.0		84.6		8.4	
	81-83	21.3	4.0	1.5	0.2	18.4	3.0	1.4	0.8	7.3	-0.2	86.4	-1.8	6.4	2.0
Plastic products	85-87	49.5		3.2		44.0		2.3		6.5		88.9		4.6	
	81-83	33.7	15.7	2.2	1.0	30.5	13.5	1.0	1.3	6.6	-0.2	90.4	-1.5	3.0	1.6
Leather and allied	85-87	19.5		1.0		8.3		10.2		4.9		42.7		52.4	
	81-83	16.7	2.8	1.0	0.0	10.1	-1.7	5.7	4.6	5.7	-0.8	60.4	-17.7	33.9	18.5
Primary textiles	85-87	46.3		2.0		40.1		4.2		4.3		86.7		9.0	
	81-83	41.6	4.7	1.9	0.1	37.5	2.7	2.2	1.9	4.6	-0.3	90.0	-3.3	5.4	3.7
Textile products	85-87	37.0		2.1		31.8		3.0		5.7		86.1		8.2	
	81-83	27.8	9.2	1.7	0.4	24.3	7.5	1.7	1.3	6.2	-0.5	87.6	-1.5	6.2	2.0
Clothing	85-87	77.3		4.4		53.0		19.9		5.6		68.6		25.7	
	81-83	62.3	15.1	3.8	0.6	48.9	4.2	9.6	10.3	6.1	-0.5	78.5	-9.9	15.4	10.3
Wood	85-87	58.8		8.4		48.4		2.0		14.2		82.3		3.4	
	81-83	42.4	16.4	6.0	2.4	35.1	13.4	1.4	0.7	14.1	0.1	82.7	-0.3	3.2	0.2
Furniture and fixtures	85-87	36.0		3.3		29.0		3.7		9.1		80.6		10.3	
	81-83	24.8	11.2	2.3	1.0	21.2	7.8	1.3	2.4	9.1	-0.0	85.4	-4.9	5.4	4.9
Paper and allied	85-87	111.7		12.7		96.4		2.6		11.4		86.3		2.4	
	81-83	88.9	22.9	10.1	2.6	77.8	18.6	1.0	1.7	11.3	0.0	87.5	-1.3	1.1	1.3
Printing, publishing and allied	85-87	130.6		7.6		121.8		1.3		5.8		93.2		1.0	
	81-83	91.2	39.5	5.6	1.9	84.8	37.0	0.7	0.6	6.2	-0.4	93.1	0.2	0.8	0.2
Primary metals	85-87	119.4		11.7		91.1		16.7		9.8		76.2		13.9	
	81-83	121.9	-2.5	9.1	2.6	97.5	-6.5	15.2	1.4	7.5	2.3	80.0	-3.8	12.5	1.4
Fabricated metals	85-87	167.1		10.8		147.1		9.2		6.5		88.0		5.5	
	81-83	141.6	25.5	9.1	1.7	127.0	20.1	5.5	3.7	6.4	0.1	89.7	-1.7	3.9	1.6
Machinery	85-87	120.9		5.0		93.5		22.3		4.2		77.4		18.4	
	81-83	104.7	16.2	4.2	0.8	89.1	4.4	11.3	11.0	4.1	0.1	85.2	-7.8	10.8	7.7
Transportation equipment	85-87	442.2		29.3		350.5		62.4		6.6		79.3		14.1	
	81-83	282.6	159.5	17.6	11.7	237.4	113.1	27.7	34.7	6.2	0.4	84.0	-4.7	9.8	4.3
Electrical and electronic	85-87	286.3		9.1		221.3		55.9		3.2		77.3		19.5	
	81-83	197.3	89.0	6.8	2.3	165.0	56.3	25.4	30.4	3.5	-0.3	83.6	-6.3	12.9	6.6
Non-metallic minerals	85-87	62.9		5.0		53.4		4.5		7.9		84.8		7.2	
	81-83	48.5	14.4	3.8	1.2	42.3	11.0	2.4	2.2	7.9	0.1	87.3	-2.4	4.9	2.3
Refined petroleum and coal	85-87	159.9		14.2		131.4		14.4		8.9		82.1		9.0	
	81-83	220.8	-60.9	18.3	-4.1	187.8	-56.4	14.8	-0.4	8.3	0.6	85.0	-2.9	6.7	2.3
Chemicals	85-87	215.8		12.5		189.9		13.3		5.8		88.0		6.2	
	81-83	186.4	29.4	10.2	2.3	168.1	21.8	8.1	5.3	5.5	0.3	90.2	-2.2	4.3	1.9
Other manufacturing	85-87	128.1		3.6		95.6		28.9		2.8		74.6		22.5	
	81-83	101.5	26.6	3.0	0.6	82.2	13.4	16.3	12.6	3.0	-0.1	81.0	-6.3	16.1	6.5

* Where Δ is defined as absolute change

Table 7.4

Data Underlying Charts in Main Text

Chart 1

**Canadian propensity to export to the United States
Manufactured goods**

	Total	Total Excluding Transportation
	(%)	(%)
1982	75.9	68.6
1983	79.8	71.7
1984	82.8	74.6
1985	83.6	75.4
1986	83.0	74.6
1987	80.9	72.1
1988	79.0	69.8
1989	78.3	69.3
1990	78.5	70.1

Chart 2

**U.S. propensity to import from Canada Manufactured
goods**

	Total	Total Excluding Transportation
	(%)	(%)
1982	1.9	1.4
1983	2.0	1.4
1984	2.2	1.5
1985	2.4	1.6
1986	2.3	1.6
1987	2.4	1.7
1988	2.4	1.7
1989	2.6	1.8
1990	2.6	1.9

Chart 3

**U.S. propensity to export to Canada Manufactured
goods**

	Total	Total Excluding Transportation
	(%)	(%)
1982	18.9	15.4
1983	20.7	16.1
1984	23.0	17.3
1985	23.5	17.3
1986	23.3	17.2
1987	22.1	16.5
1988	21.0	16.0
1989	20.9	17.0
1990	20.8	17.9

Chart 4

**Canadian propensity to import from the United
States Manufactured goods**

	Total	Total Excluding Transportation
	(%)	(%)
1982	23.8	17.1
1983	24.6	17.2
1984	25.9	17.5
1985	26.9	18.0
1986	26.6	17.7
1987	26.5	18.3
1988	26.0	18.9
1989	26.2	20.0
1990	26.7	21.0

Table 7.4

Data Underlying Charts in Main Text

	Chart 5	Chart 6	Chart 7	Chart 8
Billions U.S. \$	Change in Canadian Supply (1981-83 to 1989-91)	Canadian Supply 1989-91	Change in U.S. Supply (1981-83 to 1989-91)	U.S. Supply 1989-91
Food	8.7	30.1	82.1	316.6
Beverages	1.6	4.9	11.9	46.6
Tobacco products	0.5	1.6	10.6	24.8
Rubber products	0.5	2.1	6.2	24.6
Plastic products	2.7	4.9	27.1	57.5
Leather and allied products	(0.0)	0.9	(1.0)	9.0
Primary textiles	0.3	2.2	8.6	46.0
Textile products	1.0	2.7	13.6	37.9
Clothing	1.8	5.6	5.4	54.3
Wood	4.4	10.4	22.1	57.2
Furniture and fixtures	1.7	4.0	13.5	34.7
Paper and allied products	6.5	16.6	43.6	121.4
Printing, publishing and allied	5.8	11.4	68.7	153.6
Primary metals	3.3	12.4	14.1	111.6
Fabricated metal products	6.1	15.1	42.3	169.4
Machinery	2.8	7.1	17.8	106.9
Transportation equipment	24.4	42.0	140.3	377.7
Electrical and electronic products	7.5	14.4	69.5	234.5
Non-metallic mineral products	2.2	6.0	14.9	57.2
Refined petroleum and coal products	(4.0)	14.3	(37.3)	150.4
Chemical and chemical products	8.5	18.7	77.9	246.0
Other manufacturing	2.0	5.0	29.2	111.3

	Chart 9	Chart 10	Chart 11	Chart 12
	Change in U.S. Imports from Canada (1981-83 to 1989-91)	U.S. Imports from Canada 1989-91	Change in Canada's Imports from U.S. (1981-83 to 1989-91)	Canada's Imports from U.S. 1989-91
Food	1.0	1.8	1.3	2.5
Beverages	0.1	0.6	0.0	0.1
Tobacco products	0.1	0.1	(0.0)	0.0
Rubber products	0.5	0.8	0.7	1.0
Plastic products	0.5	0.7	0.9	1.4
Leather and allied products	0.0	0.1	0.1	0.1
Primary textiles	0.2	0.3	0.2	0.7
Textile products	0.1	0.2	0.3	0.5
Clothing	0.2	0.3	0.1	0.2
Wood	1.2	3.7	0.4	0.7
Furniture and fixtures	0.8	1.2	0.6	0.8
Paper and allied products	4.1	9.0	0.9	1.5
Printing, publishing and allied	0.2	0.4	0.7	1.6
Primary metals	1.9	6.1	1.0	2.9
Fabricated metal products	1.4	2.4	1.6	2.9
Machinery	1.0	2.8	2.8	8.3
Transportation equipment	17.2	30.8	10.0	24.6
Electrical and electronic products	4.6	6.3	5.7	10.6
Non-metallic mineral products	0.3	0.8	0.7	1.2
Refined petroleum and coal products	(0.5)	2.1	0.4	0.9
Chemical and chemical products	2.6	4.1	2.8	5.6
Other manufacturing	1.1	1.7	1.9	4.1

Table 7.4

Data Underlying Charts in Main Text

	Chart 13		Chart 14	
	Change in Tariff Rate by Per cent Change in U.S. Import propensity from Canada, 1989 to 1991		Change in Tariff Rate by Per cent Change in Canadian Import propensity from U.S., 1989 to 1991	
	Change in Tariff Rate	Per cent Change in Import propensity	Change in Tariff Rate	Per cent Change in Import propensity
	(%)	(%)	(%)	(%)
Food	-1.5	20.0	-2.1	26.1
Beverages	-0.1	0.0	-3.5	12.5
Rubber products	-1.0	13.7	-1.0	11.1
Plastic products	-1.6	9.0	-2.3	15.6
Leather and allied products	-0.9	-20.0	-2.4	15.3
Primary textiles	-6.0	75.0	-3.4	21.3
Textile products	-1.8	25.0	-10.1	53.7
Clothing	-3.9	33.3	-8.4	47.6
Wood	-0.0	-4.8	-0.8	14.4
Furniture and fixtures	-0.9	-3.3	-5.5	71.7
Paper and allied products	-0.0	-2.9	-3.1	53.5
Printing, publishing and allied	-0.0	-33.3	-0.9	20.5
Primary metals	-0.2	6.1	-0.6	35.7
Fabricated metal products	-0.5	-7.1	-2.7	18.9
Transportation equipment	-0.0	4.4	-0.1	-1.9
Electrical and electronic products	-0.6	35.2	-2.0	15.4
Non-metallic mineral products	-0.5	0.0	-1.8	28.7
Refined petroleum and coal products	-0.5	16.6	-0.6	-20.0
Chemical and chemical products	-1.4	0.0	-2.2	18.1
Other manufacturing	-1.0	9.0	-1.5	6.5

	Chart 15		Chart 16	
	U.S. Propensity to Import from Canada		Canadian propensity to Import from the U.S.	
	Share of U.S. Market 1985-87	Growth of Share 1985-87 to 1989-91	Share of U.S. Market 1985-87	Growth of Share 1985-1987 to 1989-91
	(%)	(%)	(%)	(%)
Total	0.0	12.4	0.0	0.2
Food	-1.8	12.3	-21.9	38.1
Beverages	-1.4	12.4	-25.4	-7.4
Tobacco products	-2.3	287.8	-26.1	-24.9
Rubber products	0.0	28.7	-3.9	61.3
Plastic products	-1.3	14.3	-6.9	14.1
Leather and allied products	-1.9	-9.5	-23.0	59.2
Primary textiles	-2.1	129.4	-11.8	33.2
Textile products	-2.0	48.1	-17.0	49.3
Clothing	-2.0	2.3	-26.1	114.0
Wood	4.6	-13.2	-18.2	8.8
Furniture and fixtures	0.6	4.2	-21.2	211.2
Paper and allied products	3.8	12.2	-16.5	50.8
Printing, publishing and allied	-2.0	-24.1	-15.9	5.4
Primary metals	2.7	-5.3	-3.8	14.1
Fabricated metal products	-1.3	21.6	-13.2	20.1
Machinery	-0.3	11.5	23.0	1.3
Transportation equipment	3.6	15.5	44.2	-20.4
Electrical and electronic products	-1.2	77.0	13.8	3.8
Non-metallic mineral products	-1.0	-4.7	-15.2	38.4
Refined petroleum and coal products	-0.9	-11.7	-22.0	17.7
Chemical and chemical products	-1.3	49.7	-4.9	12.9
Other Manufacturing	-1.6	43.8	7.9	13.4

Table 7.4

Data Underlying Charts in Main Text

	Chart 17		Chart 18	
	Relative Changes in U.S. (1981-83 to 1989-91)		Relative Changes in U.S. Market (1985-87 to 1989-91)	
	Canada	United States	Canada	United States
	(%)	(%)	(%)	(%)
Total	41.4	-5.8	12.4	-1.5
Food	71.9	-0.8	12.3	-0.4
Beverages	-6.0	-0.3	12.4	0.2
Tobacco products	174.7	1.5	287.8	-0.1
Rubber products	61.7	-7.4	28.7	-4.9
Plastic products	83.1	-2.3	14.3	-0.2
Leather and allied products	-1.4	-37.3	-9.5	-11.1
Primary textiles	448.7	-3.8	129.4	-0.3
Textile products	142.0	-2.4	48.1	-0.1
Clothing	112.8	-20.7	2.3	-9.3
Wood	-8.6	0.7	-13.2	1.4
Furniture and fixtures	62.7	-7.1	4.2	-0.6
Paper and allied products	15.9	-2.3	12.2	-0.8
Printing, publishing and allied	11.9	-0.4	-24.1	-0.0
Primary metals	29.7	0.7	-5.3	4.3
Fabricated metal products	72.1	-4.4	21.6	-2.4
Machinery	19.8	-9.9	11.5	-1.4
Transportation equipment	32.5	-7.3	15.5	-1.3
Electrical and electronic products	122.1	-15.9	77.0	-8.6
Non-metallic mineral products	25.6	-3.8	-4.7	-0.9
Refined petroleum and coal products	2.5	-0.2	-11.7	2.7
Chemical and chemical products	84.2	-3.7	49.7	-1.6
Other manufacturing	76.2	-14.5	43.8	-7.1

	Chart 19		Chart 20	
	Relative Changes in Canadian Market (1981-83 to 1989-91)		Relative Changes in Canadian Market (1985-87 to 1989-91)	
	Canada	United States	Canada	United States
	(%)	(%)	(%)	(%)
Total	-11.3	11.9	-2.5	0.2
Food	-3.4	49.0	-2.7	38.1
Beverages	-2.3	22.9	-1.3	-7.4
Tobacco products	2.0	-63.8	0.4	-24.9
Rubber products	-33.3	90.3	-26.9	61.3
Plastic products	-8.3	19.8	-4.6	14.1
Leather and allied products	-36.0	41.2	-24.6	59.2
Primary textiles	-17.5	17.3	-7.6	33.2
Textile products	-5.8	31.0	-5.5	49.3
Clothing	-13.2	48.7	-4.0	114.0
Wood	-0.5	9.1	-0.8	8.8
Furniture and fixtures	-19.1	165.3	-16.6	211.2
Paper and allied products	-8.9	53.9	-6.5	50.8
Printing, publishing and allied	1.0	-8.1	-0.9	5.4
Primary metals	-6.9	11.3	-8.4	14.1
Fabricated metal products	-6.7	29.0	-4.4	20.1
Machinery	0.6	-12.3	5.6	1.3
Transportation equipment	34.1	-18.6	75.2	-20.4
Electrical and electronic products	-25.1	2.5	-14.7	3.8
Non-metallic mineral products	-9.0	34.1	-8.2	38.4
Refined petroleum and coal products	-7.7	124.3	-2.8	17.7
Chemical and chemical products	-6.5	13.6	-4.1	12.9
Other manufacturing	-20.2	5.7	-12.3	13.4

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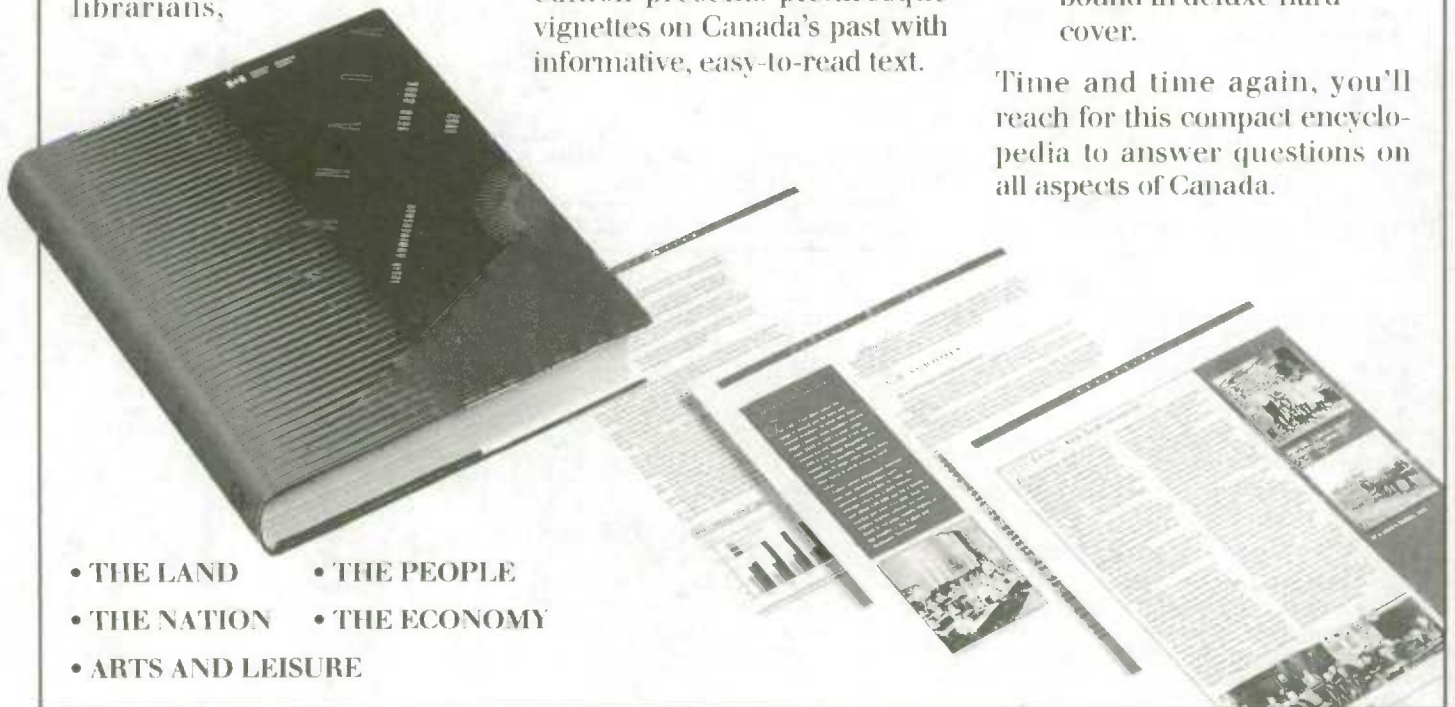
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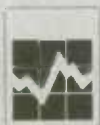
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