

Traval-log

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Winter 1992

Canada's Major Overseas Tourism Markets

By Laurie McDougall

The beginning of this decade has presented new challenges and opportunities for the tourism industry. The worldwide recession, globalization, Europe 92, the Persian Gulf war and rising environmental concerns, are some of the major events impacting the 90's. The world map is being redrawn as communism collapses, political boundaries change and new economic unions form. In tandem with these events, there is stronger competition and sophistication in the travel industry as consumers demand higher quality products and services.

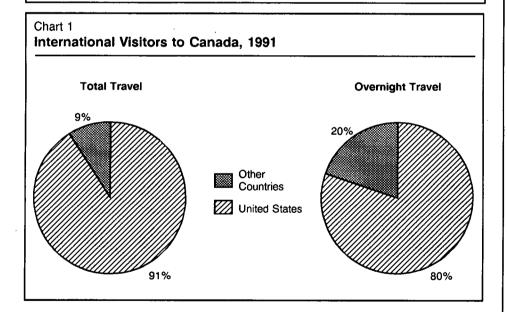
Old markets that were traditional areas of growth have slowed while new ones have emerged at rapid rates. There has been a proliferation of new destinations and products around the world competing for the valued tourist dollar. Moose, Mountains and Mounties, which have long been touted as Canada's tourism assets are not enough to bring visitors to Canada. Although many international travellers still seek the three M's, visitors are becoming much more demanding of tourism products, services and prices. Tourism studies reveal that apart from Canada's outstanding natural beauty, increasingly our cities, foreign mystique and cultural diversity are luring travellers here.

Growth Slows In Traditional Markets

Canada's closest neighbor, the U.S., continues to provide the largest share of international tourists, but not to as great an extent as in the early 70's (table 1). In 1991¹, Americans represented 91% of all international visitors (including sameday travellers) compared to 98% twenty years earlier. Since the majority of American travel to Canada are sameday excursions (64%), their share of overnight travel decreases in importance to 80% (table 1 and chart 1).



Travel to Canada	1972	1990	19911	Actual JanNov. 1991	% Change JanNov. 1990-91
		000s		000s	%
Total International Visitors	37,118	37,990	36,889	34,744	-3 -3
Overnight	13,812	15,258	14,983	14,276	-3
Sameday	23,306	22,732	21,906	20,468	-3
United States	36,216	34,734	33,652	31,681	-3
Overnight	13,067	12,267	12,049	11,502	-2
Sameday	23,149	22,467	21,603	20,179	-4
Other Countries	902	3,256	3,237	3,063	-1
Overnight	745	2,991	2,934	2,774	-2
Sameday	157	265	303	289	15
Market Share:		%		%	
Total International Visitors	100	100	100	100	
United States	98	91	91	91	
Other Countries .	2	9	9	9	
Overnight International Visitors	100	100	100	100	
United States	95	80	80	81	
Other Countries	5	20	20	19	



▶Continued from page 1

Travel from south of the border during 1991 slipped below levels recorded during the mid to late 80's (chart 2). Fear of terrorism in Europe, the attraction of Expo86 in Vancouver and favourable exchange rates brought a record number of Americans to Canada in 1986.

But what has been stagnant growth in the American market has been unprecedented growth in other countries coming to Canada (chart 3). Over the twenty-year period, overseas visitation has leaped from 0.9 million to 3.2 million (table 1). Travel from other countries rose steadily during the 70's, and declined slightly in 1977. Growth rates resumed in 1978 to 1980 but a slowdown began in 1981 and continued until 1983. Canada received more overseas visitors following each year until the end of the 80's and so far in this decade, visitation has been flat.



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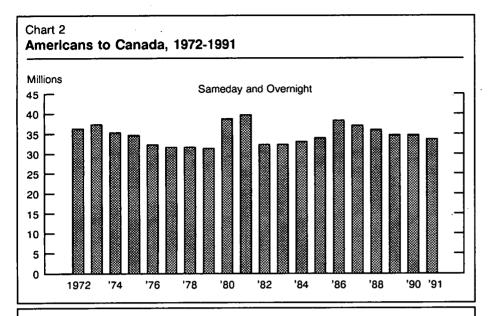
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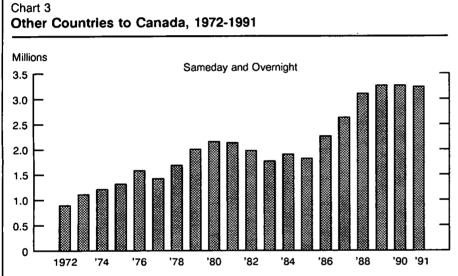
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Total Travel to Canada	1972	1990	1991 ¹	Actual JanNov. 1991	% Change JanNov 1990-91
		000s		000s	%
Major Overseas Markets:	477	1,643	1,694	1,613	3
United Kingdom	268	602	579	547	-4
Japan	52	474	478	456	1
Germany(2)	89	291	312	299	8
France	68	276	325	311	19

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The importance of overseas visitors to Canada is further punctuated by their spending habits. In 1990, they spent an estimated \$943 (including fares)

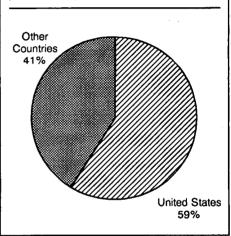
per visit, more than seven times American travellers (table 3). As a result, they contribute a larger share of the travel spending (chart 4) compared to their share of visitation: 41% of travel dollars in 1990, versus 9% of visitation.

Table 3
International Visitor Spending in Canada

Travel to Canada	1990	Share	Average
\$0	00,000s	%	\$
Total Spending ¹	7,437	100	
Americans	4,368	59	126
Other Countries	2 3,069	41	943

- Includes international fares paid to Canadian Carriers.
- Breakdown of spending by country of origin is not yet available for 1990.

Chart 4
International Visitor Spending in Canada, 1990



Where in the World Do they Come From?

Over the past twenty years, Canada's tourism industry has seen many changes. Visitors to Canada are now much more of a cosmopolitan mix, with fewer originating from Europe (table 4). Asian markets are becoming more important as tourism sources.

The United Kingdom still remains the largest overseas visitor market, although market share has actually shrunk from a high of 31% in 1973 to 18% in 1991 largely due to unprecedented growth from Asian countries (table 4). Travel from Britain has levelled off in the past few years (chart 5) after steady increases from a low in 1985. Travel dropped slightly in 1990 compared to 1989 but this was partially due to the loss of some 40,000 trans-Atlantic air seats to Canada. Between January to November, 1991 travel continued on a downward trend and is projected to slip below pre-1988 levels.

▶Continued from page 3

Travel from Japan claimed the largest market expansion -- 6% to 15% by 1991 (table 4). Japanese travellers visiting Canada mushroomed from just 52,000 in 1972 to 478,000 in 1991 (chart 5). However, the most notable growth occurred between 1986 and 1988. Expansion slowed to single digit increases since then and data for January to November 1991 show a mere 1% increase in Japanese travel compared to the same period of 1990. Part of this situation may be related to restrictions on air seat and airport capacity from Japan. The impact of the Gulf war in 1991 has also discouraged Japanese from taking international trips.

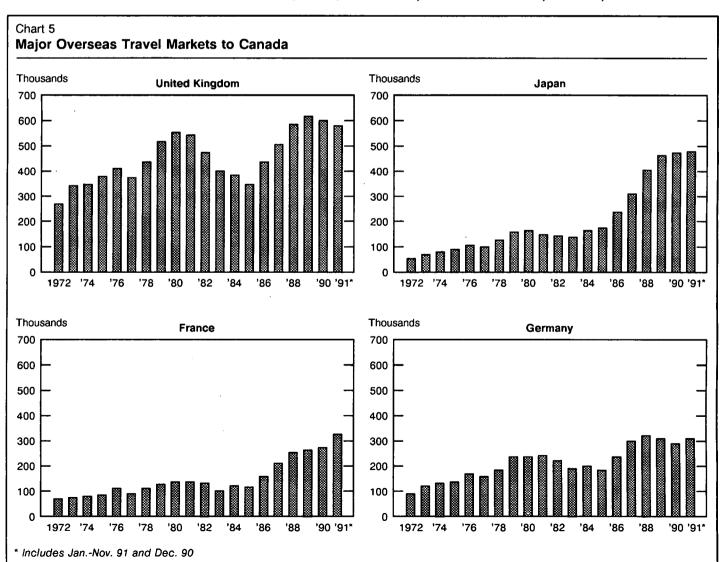
Table 4 How Canada	ı's Travel	Markets :	Have Changed		
1972	Volume	Share	19911	Volume	Share
	000s	%		000s	%
Total Overseas	902	100	Total Overseas	3,237	100
United Kingdom	268	30	United Kingdom	579	18
Germany (F.R.)	89	10	Japan	478	15
France	68	8	France	325	10
Japan	52	6	Germany ²	312	10
Netherlands	44	5	Hong Kong	127	4
Italy	39	4	Australia	109	3
Australia	22	2	Italy	100	3
Switzerland	16	2	Netherlands	95	3
Hong Kong	12	1	Switzerland	82	3

Includes actual volumes for January to November, 1991 and December volumes for 1990.
 Starting January 1991 includes re-united Germany residents.

France Replaces Germany for #3 Position

France was the only country to provide double digit increases in 1991 (table 2). As a result, the

French replaced Germans as Canada's 3rd most important overseas market as of June, 1991. Between January and November of 1991, over 300,000 French



Continued from page 4

visitors came to Canada, 19% more than the same period of 1990. An increased quota allotment for Canadian air carriers and the introduction of the French airline, Liberté, are possible explanations for some of the increase.

Travel from France grew most rapidly since 1985 and especially between 1986 and 1987 (chart 5). Favourable exchange rates might have been one factor in attracting greater numbers during the late 80's. The influx in visitors during 1991 is the second largest increase over the 1972-1991 period.

Travel from Germany did not keep pace with France during 1991, which resulted in its shift to third place. German visitors took 8% more trips to Canada in 1991, the first increase in two years (chart 5). The slumps in 1989 and 1990 could be potentially related to interest of Germans in travelling to Eastern European countries in light of the opening up of these countries to travel and the impact of German unification with East Germany in October 1990.

Travel Participation Highest In Hong Kong

Participation rates reveal that very small proportions of populations of our major markets actually travel to Canada (table 5). Even the United States has a

Table 5
Travel Participation to Canada
by Major Tourism Markets

	1990				
	Popu- lation	Partici- pation Rate			
	000s	000s	%		
United States	249,970	34,734	13.9		
United Kingdom	57,240	602	1.1		
Japan	123,540	474	0.4		
France	56,440	291	0.5		
Germany(F.R.)	63,230	276	0.4		
Hong Kong	5,800	130	2.2		
Australia	17,090	122	0.7		
Italy	57,660	101	0.2		
Netherlands	14,940	93	0.6		
Switzerland	6,710	80	1.2		

Source: Monthly Bulletin of Statistics, United Nations; International Travel, Cat. No. 66-001. relatively low share of its population visiting Canada. Of the major overseas markets, Hong Kong residents have the greatest tendency to visit Canada in relation to their population. Approximately 1.2% of Switzerland's population travelled here in 1990, followed by just 1.1% of the United Kingdom population. Italians have the lowest participation rate among the major markets.

When It Comes To Spending - Japanese are Leaders

Overseas visitors spent almost \$2 billion (excluding fares) on overnight travel in Canada during 1989, for an average of \$665 per visitor (table 6).

Japanese spending surpassed that of the United Kingdom, even

though they send fewer visitors: \$296.5 million versus \$295.6 million spent by U.K. visitors.

Even more impressive is their average spending which exceeded all other visitors, except those from Africa. Japanese spent an average of \$766 on a visit to Canada in 1989. British travellers spent \$527 on a trip to Canada, the lowest amount among the major markets. The greater tendency of British travellers staying with friends or family while in Canada would reduce their travel costs. On the other hand, Japanese are more likely to use commercial accommodation while travelling with a tour group or on their own. As well, the Japanese tradition of omivage. which refers to the obligatory gift given by travellers to their friends back home may also cause higher expenditures.

Table 6			
Overseas	Visitors to	Canada,	1989

Overnight				Average Spending		
Travel	Person- trips	Person- Nights	Spending ¹	Average Duration	per trip	per night
	000s	000s	\$000,000s	nights	\$	\$
Total Overseas Major Markets:	2,927	36,424	1,947.4	12.4	665.30	53.50
United Kingdom	561	6,831	295.6	12.2	526.80	43.30
Japan	387	2,538	296.5	6.6	766.10	116.80
Germany (F.R.)	263	3,247	167.6	12.4	638.00	51.60
France	243	2.922	156.9	12.0	646.10	53.70

Table 7

Overseas Travel to Canada, Direct and Via the United States

1990	•		Via the United States		
	Total	Direct	Total Via U.S.	Land	Air and Sea
			000s		
Total Overseas Major Markets:	3,256	1,568	1,688	1,023	665
United Kingdom	602	372	231	147	83
Japan	474	147	327	215	112
Germany (F.R.)	291	141	150	113	37
France	276	182	93	64	30
Share					
Total Overseas Major Markets:	100	48	52	31	20
United Kingdom	100	62	38	24	14
Japan	100	31	69	45	24
Germany (F.R.)	100	48	52	39	13
France	100	66	. 34	23	11

Continued from page 5

Travel Via the U.S.

Canada is not the first country to greet their international guests, as many visitors land in the United States (table 7) before heading north. In 1990 less than half of overseas visitors travelled directly. This may in part be related to better flight connections or perhaps more economical airfares. Travellers originating from the United Kingdom and France are the most likely group to travel directly. On the other hand, just 31% of Japanese travel directly to Canada.

Family Ties Less Dominant Friends and family are not as important travel motivators as they once were. With diminishing immigration ties with Europe, fewer are travelling to Canada for this reason. In 1991 an estimated 62% of Canadian immigrants were from Europe compared to 80%

back in 1971. In contrast, 18% of immigrants are Asian versus just

5% twenty years ago.

Travel for pleasure or holiday reasons is becoming much more prominent, followed by business (chart 6). In 1989, friends or family motivated 37% of overseas visitors to Canada compared to 43% ten years earlier. Travelling to be with friends or family is most characteristic of travellers from Britain (table 8). Strong family connections have traditionally been the reason many U.K. residents have selected Canada as their destination. But as less of Canada's population has ties with the U.K. and the population of the U.K. changes due to immigration, this market is shrinking in importance. In recent years the British are increasingly travelling here for pleasure or holiday purposes.

Friends and family attract 36% of the German market, while other pleasure reasons represented one-third. Over half of the Japanese identified pleasure as their main purpose. Market studies show that Canada's outstanding scenery draws many Japanese travellers to Canada. The French market also selected

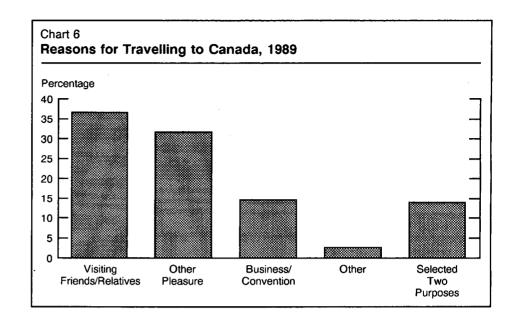


Table 8 Overseas Visitors By Purpose of Trip					
Overnight Travel 1989	Total Overseas	United Kingdom	Japan	France	Germany (F.R.)
			%	·	
Total	100	100	100	100	100
Visiting Friends/Relatives	37	51	12	25	36
Other Pleasure	32	21	55	44	33
Business, Convention	15	9	24	12	11
Other	3	2	3	3	2
Selected Two Purposes	14	16	· 6	15	18



▶ Continued from page 6

Canada for pleasure holidays. Travel to Canada for business represents 15% of all overseas visitation. The Japanese have the greatest tendency among the major markets to be in Canada for business meetings -- 24% in 1989.

Ontario On Majority of Itineraries

Overseas visitors to Canada in 1989 made 1.7 million or four out of ten visits to Ontario (table 9). British Columbia was the next most frequently visited province with close to one million, followed by Quebec with 0.7 million (chart 7). There are some differences though by country. Ontario receives 48% of British travellers, compared to 22% going to British Columbia (tables 10A and 10B).

Table 9 Overnight Province Visits, 1989					
Province Visited	Total Overseas	Share			
	000s	%			
Canada Total	4,020	100			
Ontario	1,718	43			
British Columbia	903	22			
Quebec	716	18			
Alberta	416	10			
Atlantic	123	3			
Manitoba	85	2			
Saskatchewan	59	1			

Quebec Most Appealing to French Market

Quebec is host for the largest volume of visitors from France. An estimated 56% of French travellers went to Quebec. Ontario attracts the second largest group -- 32%. Quebec has benefitted the most from the influx of French travellers in 1991.

Summer Popular But Winter Travel Growing

Overseas visitors prefer to travel to Canada when most Canadians do - during the summer months (chart 8). Surprisingly though, over the years, travel has shifted from the peak summer season to the winter months. Back in 1972, 8% of Canada's visitors chose the wintertime, as opposed to 12% by the end of the 80's.

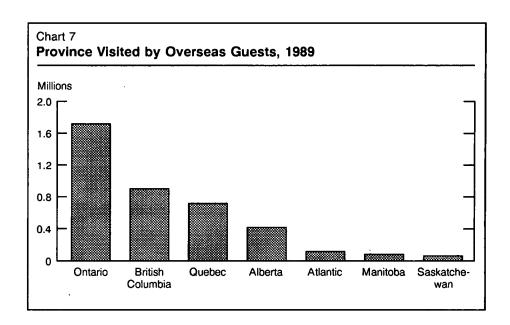
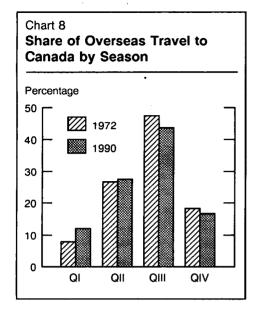
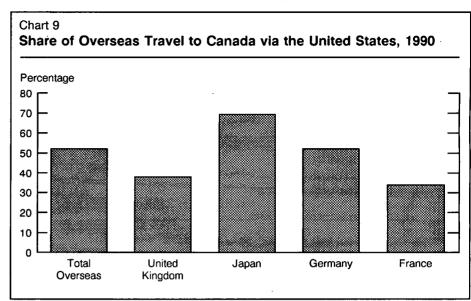


Table 10A Provincial Share of Overseas Markets, 1989							
Province Visited	Total Overseas	United Kingdom	Japan	Germany (F.R.)	France		
Canada Total	100	100	% 100	100	100		
Atlantic	3	4	2	4	2		
Quebec	18	9	7	10	56		
Ontario	43	48	37	40	32		
Manitoba	2	2	2	4	1		
Saskatchewan	1	2	1	2	1		
Alberta	10	13	16	13	4		
British Columbia	22	22	35	28	5		

Province Visited	Total Overseas	United Kingdom	Japan	Germany (F.R.)	France	Other
%						
Canada Total	100	19	14	9	9	49
Atlantic	100	26	8	11	6	49
Quebec	100	9	5	5	28	53
Ontario	100	21	12	8	7	52
Manitoba	100	16	11	15	4	54
Saskatchewan	100	24	13	11	3	49
Alberta	100	24	22	12	3	39
British Columbia	100	18	22	11	2	47

The popularity of travelling to Canadian ski resorts in the West among Asian travellers has no doubt triggered this trend. In 1989, 17% of Canada's winter visitors were Japanese, the highest share among the major markets. The majority of these visitors were headed to B.C., which claims the largest share of winter visitors -- 51% in 1990. Skiing in the rockies is no doubt the attraction for the Japanese.





▶Continued from page 7

Trips Are Shorter

One of the major trends in the travel industry has been the emergence of shorter vacations. This trend has been especially evident in overseas markets. In the early 70's, visitors stayed an average of 17 nights per trip compared to 12 nights by 1989 (table 6). The influence of travel patterns of Japanese visitors has impacted this trend as they tend to stay the shortest amount of time --6.6 nights. Studies show that although the average Japanese worker is entitled to 15 days off, but only an average of 8 days are taken. The decline in overall VFR travel and higher business travel would also impact this trend. Most major markets also reduced their length of stay over the past twenty years.

What's Ahead

The year 1992 signals many events at home and abroad which will offer many challenges and opportunities for the tourism industry. Among these Canada celebrates a 125th birthday, the Winter Olympics take place in Albertville, France, Spain hosts the World's Fair in Seville and the Summer Olympics in Barcelona, EuroDisney, located outside Paris, opens its gates in April. With these major international events taking place in Europe, some

travellers may be of the opinion that it is a good time to go elsewhere in the advent that prices may be higher than usual as demand increases for these destinations. On the other hand, the U.S. market may be attracted to European locations in 1992 after sluggish international travel last year.

The Gulf War, which played havoc on travellers international travel behaviour in 1991 may result in pent-up demand for travel this year. With the recession easing in the United States and in other parts of the world, consumers may feel more confident in making travel plans. Major markets such as Germany and Japan, that showed disappointing visitation in 1991 may decide to travel to Canada this year.

Niche marketing and targeting select audiences such as seniors may be a key to capturing international markets. The aging of the travel consumer around the world should provide opportunities for Canada's tourism industry. With environmental concerns rising. Canada has much to offer in terms of pristine natural areas that combine outdoor opportunities with environmental education. Increased economic activity with the Asia Pacific region will no doubt spur increased business travel. Perhaps more of these trips can be extended to pleasure trips.

As international markets grow it is important for the tourism industry to understand the language and the culture of these new consumer groups.

Keeping on top of tourism products being offered by the competition, watching consumer trends and forging partnerships in the industry are necessary to keep competitive in the global tourism industry. The development of new products that keep abreast of changing market needs and that are attune to different cultural concerns will be of utmost importance. Family ties are becoming less important in generating visitors, less time is being devoted to holidays, the travel consumer is aging and becoming more cosmopolitan and there is increased interest in doing something different. In light of these shifts the need for carefully constructed tour packages may become more of a necessity for attracting first time and repeat visitors.

Laurie McDougall, is presently on assignment as a senior analyst with the Research Program at Tourism Canada, Industry, Science and Technology.

At the time of the writing of this article, data for December 1991 were not yet available. For year totals 1991, December volumes for 1990 were used.



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Characteristics of Canadian residents travelling abroad during the first and second quarters of 1990 are now available. The new data answer such questions as:

- Which American States received most of the Canadian Tourism dollars in the first half of 1990?
- Are the Caribbean Islands still the number one overseas destination of Canadians escaping the winter?
- What activities did Canadians engage in while travelling abroad?

Results for the Year 1990 should be accessible by June 1992 and presented in the 1990 edition of "<u>International Travel</u>" Catalogue 66-201, to be issued later this summer.



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Travel-log, Winter 1992 Page 9



			Percentage Change	
·		Third Quarter 1991	Previous Quarter	Previou Yea
VISITORS TO CANADA				
From United States	Т	13,154	48.4	-3.
Overnight visits(p)	T	5,505	72.1	-1.
By auto	T	4,000	86.4	-0.
From Overseas	Т	1,448	67.2	1.
Overnight visits(p)	Ė	1,317	67.8	-0.
Top Seven Countries	•	.,	57.15	•
United Kingdom	Т	248	66.4	-6.
Japan	T	· 172	72.0	-0.
France	T	157	86.9	24.
Germany(1)	Ŧ	139	95.8	_. 13.
Netherlands, The	T	53	96.3	3.
Australia	Ţ	43	104.8	-4.
Hong Kong	T	40	37.9	. 0.
CANADIANS OUTSIDE CANADA				
To United States	T	23,627	17.0	8.
Overnight visits(p)	Т	6,994	58.6	11.
By auto	T	5,839	79.1	15.
To Overseas	T	751	24.3	-10.
INDUSTRY SECTOR				
Airline passengers (Level I)	т	5,754	12.2	-1,
Airline passenger-km (Level I)	М	12,976	24.5	-12.
Inter-city bus passengers	Т	4,190	16.2	1.
Restaurant receipts	M	4,469	4.2	- 6.
PRICES				
1981 = 100 (not s.a.)				
Travel price index		178.2	0.4	5.
Consumer price index		167.9	0.5	5.
Restaurant meals		176.8	0.5	10.
Inter-city transportation		235.0	1.6	10.
Gasoline		162.6	4.2	0.
ECONOMIC				
Gross domestic product, 1986 prices (s.a.)	M	505,681	0.2	-0.
Amusement and recreation	M	4,228	-1.2	-3.
Accommodation and food services	М	10,993	-1.6	-9.
Personal disposable income per capita (s.a.)	***************************************	17,794	0.1	3.
ABOUR FORCE				
Labour force (s.a.)	T	13,794	0.2	0.
Unemployed	Ţ	1,440	1.3	26.
Employed	Ţ	12,354	0.0	-1.
Accommodation and food services (not s.a.)	Т	813	6.6	1.
EXCHANGE RATES				
n Canadian Dollars:			0.5	^
American Dollar		1.1435	-0.5	-0. -10
British Pound		1.9293	-1.7 1.0	-10. 5.
Japanese Yen German Mark		0.008391 0.6573	1.0 -0.8	5. -9.
Comail Mark		0.0573	-1.2	-10.
French Franc			- 1.4	- 10.
French Franc Mexican Peso		0.000376	-1.8	-6.

Travel-log, Winter 1992 Page 10