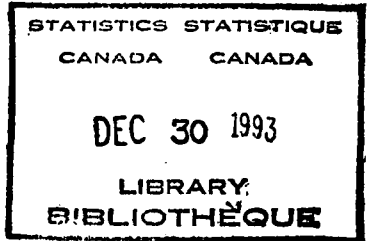


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**PRELIMINARY ANALYSIS
OF THE
IMPORTER AND EXPORTER DATA BASES**



#54737

**ALTERNATE DATA SOURCES PROJECT
INTERNATIONAL TRADE DIVISION**

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**PRELIMINARY ANALYSIS
OF THE
IMPORTER AND EXPORTER DATA BASES**

ABSTRACT

The objective of this paper is to present some introductory analysis of Canada's importer and exporter communities based on the data base development project of the Alternate Data Sources Project.

The paper describes the development of the importer and exporter frames and examines the size and structure of the importer and exporter universes, in terms of value coverage and frequency of activity.

Using three arbitrary survey scenarios, it also measures the impact of different threshold levels on the commodity detail that could be derived for trade data in a survey environment.

The analysis of the importer community, because the development of the importer data base is further advanced, also includes a longitudinal study of the importing population and examines importing activity by industry sector and between business affiliates.

PRELIMINARY ANALYSIS OF THE IMPORTER AND EXPORTER DATA BASES

BACKGROUND

The International Trade Division of Statistics Canada is responsible for Canada's international trade statistics program, which includes the monthly publication of detailed information on Canada's merchandise trade with other countries. Import statistics measure what goods are being brought into the country, their values, quantities, mode of transport, country or U.S. state of origin and port of clearance. Export statistics measure what goods are leaving the country, their values, quantities, mode of transport, province of origin and country or U.S. state of destination.

Statistics Canada currently derives the data elements required for its international trade statistics from the administrative documents of Canada Customs - the B-3 Import Declaration Form for imports and the B-13 Export Declaration Form or Summary Export Report for exports to non-U.S. destinations. Under the Canada/U.S. import data exchange program, U.S. Customs documents are used to derive information for exports to the U.S.

Recent developments in Canada's international trading environment, however, such as the Free Trade Agreement, electronic data interchange and pressure from the business community to reduce paperburden are going to influence both the way in which Customs will collect information and the way in which Statistics Canada can derive and produce its international trade statistics.

To ensure that Statistics Canada can maintain its trade statistics program at the level of detail required by the user community, the Alternate Data Sources Project has been established to develop a strategy that will allow for the continued production of international trade data in a situation of significantly reduced or non-existent Customs documentation.

To accomplish this task, the Project has focused its activity on four integral sub-projects:

- i maintaining ongoing liaison with Customs and Excise to ensure that the requirements of the trade statistical program are considered in the development of all Customs 2000 initiatives.
- ii investigating the documentation and record keeping practices of exporters and importers to determine the availability and accessibility of trade data elements for a survey driven trade statistical program;
- iii measuring user demand for trade data and assessing user response to the possibility of reduced detail and timeliness of trade data in the future in order to evaluate the impact of a survey driven trade program on the utility of the data; and,
- iv developing and analyzing well defined and properly stratified frames of exporters and importers as a basis for survey methodologies and cross-sectional analysis;

The analysis and integration of these sub-projects will provide the necessary framework for the development and evaluation of survey-based strategies for the trade statistics program in terms of both collection methodology and user requirements.

The target date for completion of the Alternate Data Sources Project is March 1993.

DATA BASE DEVELOPMENT

The primary objective of the data base development function is to provide the means to store and maintain the importer and exporter data bases developed under the Alternate Data Sources Project. In addition to providing an analytical basis for the development of a strategy for the continued production of trade data in a situation of significantly reduced customs based data, these data bases will provide the means to conduct on-going or ad-hoc longitudinal and cross-sectional analyses via linkage with other Statistics Canada (STC) files containing complementary economic and production variables.

DATA SOURCES

The development and analysis of the importer and exporter data bases are based upon a number of sources.

The principal sources of frame information are the customs based administrative files of Canada Customs and Excise (CAE) for importers and selected exporters and the January 1991 Canadian Vendor file from the US Customs Service (USCS) for exporters shipping to US destinations. Because the CAE file includes only those exporters who also engage in import activity, the exporter frame has also required the direct capture of frame information from B13 documents and from the Summary Export Reports filed directly with STC.

For trade variables, the 1990 Canadian Detailed Imports file (DIF) has been used for imports data and the 1990 Canadian Detailed Exports file (RAW) for export data.

FRAME CREATION

Frames for the importer data base (IDB) and exporter data base (EDB) were initially created from the 1990 reference year administrative files. Since no historical frame files exist for exports, 1990 will be the base reference year for the EDB. Importer frames, however, are available back to 1988 for all trade data and from 1987 back to 1980 for value data. This break in continuity arises from concordance difficulties between the current HS and the previous CITC classification systems.

The exporter and importer frames were created by linking name and address information to trade data via common identifiers present on both files. The frame creation process was essentially an automated one supplemented with data capture, manual intervention and verification. Progress was measured in terms of coverage of total export/import values on current International Trade Division (ITD) data files.

The following table summarizes 1990 EDB and IDB frame creation results:

	Trade Units	Value \$bill.	Total Raw File Value \$bill.	% Coverage
IDB	145,832	142.6	142.6	100.0
EDB				
US	89,284	102.4	108.6	94.7
Non-US	5,927	31.0 ¹	38.0	81.6
EDB Total	N/A ²	133.4	146.6	91.0

¹ Excludes aggregated wheat exports.

² EDB trade units are non-additive due to overlap between US and Non-US portions.

Limitations

Exporters and importers are a heterogeneous group of entities when examined in the context of STC's standards of statistical classification. Those identified on the exporter and importer frames constitute a mixture of companies, establishments, locations, ancillary units, etc. Consequently, exporters and importers are referred to as "trade units" and the EDB and IDB, while based on the full universe of Canadian entities engaged in trade, do not conform to standard STC classification practices. This situation has implications for planned linkage processes but does not impair the effectiveness of the current frames for strategy development.

DATA BASE ANALYSIS

The importer and exporter data bases have been developed for three reasons: to identify the Canadian trading community, to serve as an analytical and reference tool and to function as the principal mechanism to store and maintain frame information should it be necessary to convert the current trade statistics program to a survey environment.

SIZE AND STRUCTURE OF THE TRADING COMMUNITIES

Preliminary analysis of these data bases has served to characterize the Canadian importing and exporting communities in terms of both size and structure.

Importers (Table 1)

The importer data base is a data base of active importers³ for 1990. It represents a universe of 145,832 importers who accounted for \$142.6 billion in merchandise trade.

The data base has been derived from the 1990 Detailed Imports File (DIF) and contains all import shipments (including transaction information on commodity, value, quantity, etc.) that has been linked to frame information (name, address, etc.) via valid importer numbers. It excludes all zero value records, aggregated records and records with invalid importer identifiers.

The following table summarizes the coverage of the IDB compared to the DIF:

	No. of Importers	%	Value \$000s	%	No. of Shipments	%	No. of Transactions	%
DIF	145,889	100.00	144,641,633	100.00	5,198,070	100.00	11,595,631	100.00
EXCL.	57	0.04	1,998,278	1.38	82,371	1.58	82,383	0.71
IDB	145,832	99.96	142,643,355	98.62	5,115,699	98.42	11,513,248	99.29

The IDB includes 99.96% of all importers recorded to have been active in 1990 and accounts for 98.62% of the value of imports on the DIF file.

³ Individuals, companies or agents engaged in commercial importation of goods to whom a unique importer number is assigned. Each importer is considered a trading unit. If a company has many plants involved in importing then each of these plants is considered as a distinct trading unit or unique importer.

The importing community can be aggregated into two principal groups: a small number importers who generate a large share of total import value and volume; and, a large number of small importers who generate only a small share of value and volume. Only 2.1% of the total number of importers account for more than 80.3% of all import values, whereas almost 67% of importers account for less than 1% of total import values.

In terms of frequency of activity, a relatively small number of importers import goods on a regular basis: less than 20% of importers brought in 20 or more shipments⁴ of goods in 1990 while 59.5% of importers (86,777) imported less than five times during the year.

In terms of number of transactions⁵, again, a small number of importers account for the largest share of transactions: 75% of importers declared 19 or fewer transactions during 1990, while only 15% declared 50 or more.

Exporters

The frame of Canadian exporters comprises two distinct segments: exporters to the US and exporters to non-US destinations. Until future linkage activity can reduce the duplication in trade unit activity, the US and non-US segments of the exporter data base will be analyzed separately.

The exporter⁶ data base has been derived from the Canadian Detailed Exports File (RAW) for 1990 which contains \$146.6 billion in export transactions. The coverage of the exporter data base is not as complete as the importer data base, due to inherent problems with the quality of the exporter identifiers for both the US and non-US segments.

The US segment of the RAW contained 3,376,252 transactions with a value of \$108.6 billion yielding an average value of \$32,000 per transaction. Currently, 3.2% of these transactions, representing 5.7% of the value, cannot be matched with identified exporters.

The non-US segment of the RAW contained 393,160 transactions with a value of \$38.0 billion for an average of value of \$96,000 per transaction. The matched portion of the non-US file excludes 45.7% of the transactions, representing 18.4% of the value.

Exporters to the US (Table 6)

The matched US segment of the exporter data base (EDB-US) represents 86.7% of the RAW in terms of the number of transactions and 69.8% in terms of value. It contains a total of 3,266,948 export transactions at a value of \$102.4 billion and accounts for 96.8% of the total US file in terms of the number of transactions and 94.3% in terms of value. The number of exporters matched to the RAW file is 89,284.

As with imports, export activity is dominated by a small number of trading units: 2.4% of the exporters accounted for 85.3% of the total value of exports and 63.3% of the total number of transactions; and, the majority (70.8%) of exporters declared 4 or fewer transactions in 1990.

⁴ Total number of transaction lines associated with a specific transaction number.

⁵ The commodity is the central determinant of the statistical definition of transaction. Each different commodity must be treated on a separate line of the accounting document (B3). Every detail line within a shipment is considered as a separate transaction.

⁶ Individuals, companies or agents engaged in commercial exportation of goods to whom a unique exporter number is assigned. Each exporter is considered a trading unit. If a company has many plants involved in exporting then each of these plants is considered as a distinct trading unit or unique exporter.

Exporters to non-US destinations (Table 7)

The matched non-US segment (EDB-non-US) contains 213,619 export transactions with an associated value of \$31.0 billion. This represents 5.7% of the RAW in terms of the number of transactions and 21.2% in terms of value. Of the non-US segment, it accounts for 54.3% of the number of transactions and 81.6% of the value. There are 6,365 exporters on the matched portion of the EDB-non-US.

Once again, exporting activity to non-US destinations is concentrated in the hands of a small number of trade units: 8.5% of the exporters control over 90% of the total value of exports and 69.2% of the number of transactions; and, the activity of over 62% of the exporters is confined to the 0 to 4 transaction range.

SURVEY SCENARIOS

In order to measure the coverage in terms of value, transactions and commodities that might be achieved by surveying different proportions of the importer and exporter communities, three survey scenarios based on arbitrary thresholds have been analyzed.

Scenario 1 - with a threshold of \$1 million. All trade units with total imports or exports in 1990 of \$1 million or more are included. This is Target Population \$1 million (TP-1M).

Scenario 2 - with a threshold of \$5 million. All trade units with total imports or exports in 1990 of \$5 million or more are included. This is Target Population \$5 million (TP-5M).

Scenario 3 - with a threshold of \$10 million. All trade units with total imports or exports in 1990 of \$10 million or more are included. This is Target Population \$10 million (TP-10M).

The commodity coverage for these three scenarios is measured at the HS-6 level of detail for both imports and exports.

Imports

Coverage under the three survey scenarios

	No. of Importers	%	Commodities	%	Value \$bill.	%
IDB	145,832	100.0	5,012	100.0	142.6	100.0
TP-1M	11,044	7.6	4,965	99.1	131.9	92.5
TP-5M	3,084	2.1	4,856	96.9	114.5	80.3
TP-10M	1,571	1.1	4,727	94.3	103.9	72.9

TP-1M contains 11,044 importers, 7.6% of the IDB population. Commodity coverage amounts to 99.1% and value coverage rests at 92.5%.

TP-5M includes 3,084 importers, 2.1% of the total and less than one-third of TP-1M. Nearly 97% of the commodities on the IDB are covered in TP-5M, a drop of only 2% from TP-1M. The value coverage is 80.3% of total IDB value, 12.2% less than in TP-1M.

TP-10M contains 1,571 importers, 1.1% of the total IDB population and just over half of TP-5M. Commodity coverage represents 94.3% and value coverage, at 72.9%, is down 7.4% from the TP-5M level.

Exports to the US**Coverage under the three survey scenarios**

	No. of Exporters	% of EDB-US total	No. of Commodities	% of EDB-US total	Value \$bill.	% of EDB-US total
EDB-US	89,294	100.0	4,468	100.0	102.4	100.0
TP-1M	6,210	7.0	3,790	84.8	96.5	94.2
TP-5M	2,158	2.4	3,133	70.1	87.4	85.3
TP-10M	1,246	1.4	2,687	60.1	81.0	79.1

TP-1M contains 6,210 exporters, 7.0% of the total EDB-US population. Commodity coverage is 84.8% and value coverage is 94.2%.

TP-5M includes 2,158 exporters, 2.4% of the total. It covers 70.1% of the commodities, a drop of 14.7% from TP-1M. Value coverage is 85.3%.

TP-10M contains 1,246 exporters, 1.4% of the total, just over half the number in TP-5M. Commodity coverage is 60.1% and value coverage, at 79.1%, is down 6.3% from TP-5M.

As with imports, while the TP-1M scenario provides the best coverage in terms of value and commodity coverage, the in-scope population is considerably larger than for the higher thresholds: more than 2.5 times larger than for TP-5M and nearly 5 times larger than for TP-10M.

Commodity coverage, an important factor in threshold selection, varies greatly among scenarios. TP-1M has the highest coverage, 14.7% more than TP-5M and 24.7% more than TP-10M.

Value coverage is reasonably high for each threshold. The variation in coverage is not substantial, ranging from 94.2% (TP-1M) to 79.1% (TP-10M).

Exports to non-US destinations**Coverage under the three survey scenarios**

	No. of Exporters	% of total	No. of Commodities	% of total	Value \$bill.	% of total
EDB- non-US	6,365	100.0	3,137	100.0	31.0	100.0
TP-1M	1,454	22.8	2,371	75.6	30.0	96.8
TP-5M	540	8.5	1,727	55.1	27.9	90.1
TP-10M	357	5.6	1,474	47.0	26.6	85.9

TP-1M contains 1,454 exporters, 22.8% of the EDB-non-US. Commodity coverage is 75.6% and value coverage is 96.8%.

TP-5M includes 540 exporters, 8.5% of the total. Only 55.1% of the commodities on the EDB-non-US are covered, however, representing a drop of 20.5% from TP-1M. The value coverage is 90.1% of the total.

TP-10M contains 357 exporters, 5.6% of the total and a third less than TP-5M. Commodity coverage is only 47.0%, and the value coverage, at 85.9%, is down 4.2% from TP-5M.

TP-1M has the highest commodity coverage, 20.5% more than TP-5M and 28.6% more than TP-10M.

Value coverage is relatively high for all thresholds, ranging from 96.8% (TP-1M) to 85.9% (TP-10M).

In contrast to the importer data base, TP-5M does not provide a high commodity coverage for either the US or the non-US segments of the exporter data base. This indicates that individual thresholds may be required for the importing and exporting communities

COMMODITY ANALYSIS

The commodity analysis on the importer and exporter data bases is designed to provide some preliminary indication of the impact of survey thresholds on the availability of trade commodity detail in a survey environment.

Commodity analysis is done on an "all or nothing" basis. A commodity is considered to be "covered" if there are values greater than zero associated with it.

Importers

Commodity analysis of the importer data base focuses, for the most part, on the TP-5M survey scenario with its relatively high level of value coverage (80.3%) and its small number of importers (3,084 or 2.1% of the total population). The shipment and value coverage of TP-5M is 52.2% and 60.0%, respectively. In terms of commodities at the HS-6 level, TP-5M accounts for 96.9% of the IDB total.

HS Chapter analysis (Tables 2 to 4)

Most HS Chapters (65%) have a value coverage ranging between 50% and 90%. Seventy-one Chapters attain 50% or more coverage for a total value of \$111.4 billion, representing 97.3% of the TP-5M value or 78.1% of total IDB.

Some high value Chapters do not attain the high coverage levels. Chapter 84⁷, for example, has a value of \$20.8 billion but a coverage of only 78.8%.

Only 7 HS Chapters are within the range of 90% or more, and these have a combined value of \$41.3 billion or 36% of TP-5M value. These 7 Chapters account for 1.3 million transactions, representing 18.9% of all TP-5M transactions. In comparison with IDB totals, these 7 Chapters account for 29% of the total value and 11.3% of all transactions.

Highest coverage is in Chapter 27⁸ with 97.9% and a value of \$7.8 billion. Commodities found in this Chapter are usually used as inputs and are processed before final consumption. These commodities are imported in large volumes and generate high value shipments.

Chapter 87⁹ is the largest, accounting for \$25.6 billion in imports and a coverage of 96%. This Chapter includes automobiles, which are high in unit price.

There are 27 Chapters that have a value coverage of less than 50%. Together, they account for \$3.1 billion in imports, 2.7% of the value of the TP-5M and 2.2% of the total IDB value. Chapter 14¹⁰ has the lowest value coverage, with only 6.7%; this is also the Chapter with the lowest value (\$423,861) in TP-5M.

⁷ Nuclear reactors, boilers, machinery and mechanical appliances; parts thereof

⁸ Mineral fuels, mineral oils and products of their distillation; bituminous substances; mineral waxes.

⁹ Vehicles other than railway or tramway rolling-stock, and parts and accessories thereof.

¹⁰ Vegetable plaiting materials; vegetable products not elsewhere specified or included.

Lost import commodities (Table 5)

The commodity coverage in the three survey scenarios and the HS Chapter analysis indicate certain commodities at the HS-6 level will be lost¹¹ in any conversion to a survey environment.

The following analysis examines lost commodities by HS Chapter to estimate the number of HS-6 commodities each Chapter will lose and to assess the impact of these losses on the value of import trade.

For each of the survey scenarios, the total number of commodities and their associated value has been compared to IDB totals. The value of the lost commodities has been referenced to the appropriate HS Chapter in order to determine which HS Chapters are most likely to be affected by lost commodity values.

	Value \$'000	No. of Commodities	No. of Lost Commodities	%	Value of Lost Commodities \$'000	% of IDB Imports
IDB	142,643,355	5,012		100.0		
TP-1M	131,942,178	4,965	47	0.9	2,549	0.002
TP-5M	114,498,297	4,856	156	3.1	53,650	0.038
TP-10M	103,943,148	4,727	285	5.7	133,535	0.094

Of the Chapters affected by the selection of TP-5M, 4 are related to Textile Products Chapters (51, 52, 58, 55); 2 are associated with Manufactured Products Chapters (84, 24); and, others (Chapters: 41, 05, 12, 25) are natural products Chapters.

Chapter 84 (Machinery and Mechanical Appliances, parts thereof) has the highest TP-5M value lost at \$17.9 million. This value represents only 0.07% of total Chapter 84 value and accounts for 33.4% of all lost value generated by TP-5M. The number of HS-6 commodities lost in Chapter 84 is 10 (0.2%) out of 495.

The highest proportion of lost commodity value occurs in Chapter 24 (Tobacco & Manufactured Tobacco Products), where 9.89% of the value of that Chapter will be lost.

Chapters 41 (Raw Hides and Skins and Leather) and 5 (Animal Products) account for 23.5% of the HS-6 lost commodities on the IDB. The values attached to these losses are \$4.2 million (1.26%) and \$3.7 million (7.05%) of the total IDB value.

Top commodities lost by Chapter (in terms of value)

Chapter	Lost HS-6 Commodity	Description	Value \$mill.	% of Chapter lost
84	843010	Pile-drivers & pile-extractors	5.2	29.4
41	410729	Reptile leather, nes	2.1	48.8
05	051110	Semen, bovine	3.5	94.7
24	240399	Tobacco extracts & essences	3.4	99.8

For TP-5M, surveying a small number of trading units would result in considerable coverage in terms of total value. On a commodity basis, the distribution of value coverage by HS Chapter shows that most Chapters attain more than 50% import value coverage. Lost commodities generated by TP-5M are not numerous and have a relatively small value. Their composition shows that none are major commodities in terms of trade value.

¹¹ A lost commodity occurs when the IDB commodity value is greater than 0 and the TP value equals 0.

Importer concentration by HS Chapter

This phase of analysis examines the number of importers associated with each HS Chapter in order to identify how many importers are involved in the importation of what type of commodities for each of the three survey thresholds. Because the analysis looks at importers by Chapter, those who are importing commodities classified in more than one Chapter are double counted.

	No. of Importers Across Chapters	%	No. of Importers Within Chapters	%
IDB	145,832	100.0	497,455	100.0
TP-1M	11,044	7.6	131,245	26.4
TP-5M	3,084	2.1	51,373	10.3
TP-10M	1,571	1.1	30,378	6.2

When Chapters of the IDB are ranked by their associated number of importers, the following points emerge:

- 14 Chapters out of 98 have more than 10,000 importers.
- 32 Chapters have less than 1,000 importers.
- The number of importers by Chapter varies from 52,637 to 116.
- The largest number of importers is found in Chapter 84, at 52,637, indicating that more than a third (36.1%) of the importers across Chapters (145,832) are trading commodities found in this Chapter. This Chapter, valued at \$26.3 billion, is the second in terms of value in the IDB and accounts for numerous commodities (495), including auto parts.
- Chapter 24¹² has the smallest number of importers at 116. Its value is \$34.5 million, which ranks it 90th in terms of value, and it contains only 9 commodities.
- For TP-1M, importer coverage by Chapter ranges from 58.2% to 9.2% with an average of 31.7%. Value coverage peaks at 99.3% and its lowest value is 36.5%. The average value coverage by Chapter is 84.9%.
- For TP-5M, the range for importer coverage varies from 36% to 3.7%, with an average of 13.4%. Value coverage varies from 97.9% to 6.7%. The average value coverage by Chapter is 61.7%.
- For TP-10M, importer coverage ranges from 24.7% to 2.4% with an average of 8.6%. Value coverage varies from 96.4% to 4.5%. The average value coverage by Chapter is 49.8%.
- Comparing the three threshold levels, TP-1M has the highest average importer coverage (31.7%) and also the highest average value coverage (84.9%). The other two scenarios, because of their higher thresholds (\$5 million and \$10 million) have lower average importer coverage due to the large number of small importers. On the IDB, there are 86,777 importers who imported less than 5 times during 1990 for an average value of \$87,000.

¹² Tobacco and manufactured tobacco substitutes.

The lost commodities analysis identified the top ten Chapters which will be the most affected by commodity disappearance if the TP-5M scenario was chosen. Although losses by these Chapters, in value terms, are not significant when compared to total Chapter values, the number of importers that each threshold generates within Chapters is important in determining survey populations.

Exports to the US

Commodity analysis of the exporter data base is confined, for the present, to the TP-5M survey scenario. For the US segment of the exporter data base, the TP-5M threshold showed a high level of value coverage (85.3%), even though its transaction coverage (63.3%) and commodity coverage (70.1%) were relatively low.

HS Chapter analysis (Tables 8 to 10)

Sixty-two Chapters attain 50% or more value coverage for a total of \$86.7 billion, representing 99.1% of the TP-5M value and 84.7% of total EDB-US.

Only 12 Chapters are within the range of 90% or more and their combined value is \$54.8 billion or 62.7% of TP-5M value. These 12 Chapters have 0.8 million transactions representing 36.6% of TP-5M transactions. In comparison with EDB-US totals, these Chapters account for 53.5% of the total value and 23.2% of all transactions. Most of these 12 Chapters contain primary sector commodities.

Of the remaining 4 Chapters, 3 (Chapters 86, 87, 88) are in Section XVII - Vehicles, aircraft, vessels and associated transport equipment. TP-5M shows high value coverage for these Chapters.

Not all Chapters with high values attain the highest coverage levels. Chapter 84, for example, has a value of \$6.9 billion but a coverage of only 77.4%, and Chapter 99¹³ has a value of \$3.1 billion but a value coverage of only 61.8%. Conversely, the highest coverage is found in Chapter 75¹⁴ at 97.2% for a value of \$0.8 billion.

Chapter 87¹⁵ is the largest of the group with \$27.2 billion in export value and a coverage of 97.0%. This Chapter includes automobiles, for which trade is concentrated in a small number of trade units and for which individual transactions have a high unit value.

There are 36 out of 98 Chapters that have a coverage of less than 50%. In total, their value amounts to \$0.7 billion, 0.9% of the value of the TP-5M. Chapter 66¹⁶, for example, has zero value coverage with a value of \$1.6 million or 0.002% of the EDB-US total value.

There is a considerable diversity in the commodities found in these low value coverage Chapters. Twenty one (58.3%) Chapters are found in three Sections: Section XI -Textiles and textile articles (10 Chapters); Section II - Vegetable products (7 Chapters); and, Section XII - Footwear, headgear, umbrellas, sun umbrellas, walking-stick, etc. (4 Chapters). In general, these commodities are exported in small transactions and at low unit prices.

¹³ Special transactions - trade.

¹⁴ Nickel and articles thereof.

¹⁵ Vehicles other than railway or tramway rolling-stock, and parts and accessories thereof.

¹⁶ Umbrellas, sun umbrellas, walking-sticks, seat-sticks, whips, riding-crops and parts thereof

Lost export commodities to the US (Table 14)**Lost commodities by threshold**

	Value \$'000	No. of Commodities	No. of Lost Commodities	%	Value of Lost Commodities \$'000	% of EDB-US Exports
EDB-US	102,389,265	4,468		100.0		
TP-1M	96,940,107	3,790	678	15.2	69,906	0.07
TP-5M	87,364,767	3,133	1,335	29.9	576,098	0.56
TP-10M	80,980,051	2,687	1,781	39.9	1,389,066	1.36

In comparison with the total value of the EDB-US, the ranking of HS Chapters by value of lost commodities is insignificant in each of the three scenarios.

Although several HS Chapters (84, 29, 3, 28 and 39) with high values of lost commodities are important to EDB-US in terms of value, the value of the lost commodities for these Chapters is minimal (ranging from 0.54% to 2.27%).

Chapter 84 (Machinery and Mechanical Appliances, parts thereof) has the highest value lost at \$48.7 million. But this value represents only 0.54% of EDB-US value for Chapter 84. The number of HS-6 commodities lost is 86 (17.7%) out of 487 found in this Chapter.

Chapter 4 (Dairy produce; birds' eggs; natural honey; edible products of animal origin, nes) has the highest percentage of lost value, representing 61.0% (\$22.2 million) of the Chapter. In terms of the number of HS-6 commodities lost, Chapter 4 may lose 15 out of 16 commodities.

The value of lost commodities is concentrated in a few Chapters which are important Chapters to the EDB-US in term of value. Among these Chapters, natural products are dominant and the proportion of HS-6 commodities that will be lost is high (from 15.6% to 93.8%). On the other hand, the value of the lost commodities, in percentage terms, varies greatly for these Chapters: from as low as 0.89% (Chapter 39 - Plastics and articles thereof) to 61% (Chapter 4).

Exports to non-US destinations

Commodity analysis of the exporter data base concentrates on the TP-5M survey scenario. For the non-US segment of the exporter data base, the TP-5M threshold showed a high level of value coverage (90.1%), with transaction coverage of 69.2% and commodity coverage of 55.1%.

HS Chapter analysis (Tables 11 to 13)

The distribution of value coverage among Chapters in TP-5M is concentrated at the two extremes: 59 Chapters attain 50% or more value coverage for a total value of \$27.9 billion, representing 99.8% of the TP-5M value and 89.4% of total EDB-non-US; 10 Chapters have zero value coverage. No major exports commodities are included in these zero value coverage Chapters.

There are 20 Chapters within the coverage range of 90% or more; their combined value is \$19.6 billion or 70.2% of TP-5M value. In comparison with EDB-non-US totals, these twenty Chapters account for 63.2% of the total value and 14.4% of all transactions. Most commodities associated with high coverage Chapters are those from the primary sector and important in terms of the composition of Canada's exports. Of the Chapters included in this range, only two are related to manufactured goods (Chapter 86 and Chapter 88)¹⁷.

The highest value coverage (99.6%) is found in Chapter 75¹⁸ which has a value of \$1.1 billion. Chapter 47 accounts for \$2.9 billion in exports and a value coverage of 98.7%. These high coverage ratios can be attributed to the large volume transactions and high unit prices associated with the commodity composition of these Chapters.

Most Chapters show very low value coverage (below 20%). Ten Chapters have zero value coverage within TP-5M. However, their commodities are not significant either in value or in the composition of Canadian exports. Low value coverage Chapters contain a wide variety of commodities with low volume transactions and small unit prices. The TP-5M threshold would exclude many of these.

Lost export commodities to non-US destinations (Table 15)

Lost commodities by threshold

	Value \$'000	No. of Commodities	No. of Lost Commodities	%	Value of Lost Commodities \$'000	% of EDB-non-US Exports
EDB						
Non-US	31,018,488	3,137				
TP-1M	30,013,812	2,371	766	24.4	83,244	0.27
TP-5M	27,942,142	1,727	1410	44.9	461,498	1.49
TP-10M	26,655,720	1,474	1663	53.0	828,658	2.67

Only two Chapters (89, 54)¹⁹ falling in the top ten Chapters for lost commodities in value terms are not in the top 25 Chapters of EDB-non-US in terms of value. Therefore, many important Chapters are affected by the selection of the TP-5M threshold. However, the values of the lost commodities for the important Chapters are marginal (ranging from 0.77% to 3.66%). The commodities most affected are either natural resources (4 Chapters) or manufactured products (6 Chapters).

The highest percentage (69.6%) of lost value (\$10.9 million) occurs in Chapter 89 (Ships, boats, and floating structures). Chapter 54 (Man-made filaments) has the second highest proportion of lost value at 19.4% (\$10.6 million). In terms of percentage of HS-6 commodities lost, Chapter 54 loses the most. Twenty-three out of 39 commodities in this Chapter (59%) will not be covered by the TP-5M threshold.

Chapter 84 (Machinery and Mechanical Appliances, parts thereof) has the highest value lost, \$85.6 million. This value represents only 3.66% of EDB-non-US value for Chapter 84 but the number of HS-6 commodities lost is 160 (41.8%).

The value of lost commodities is concentrated among few Chapters. Most of the top ten Chapters for

¹⁷ Chapter 86 -Railways or tramway locomotives, rolling-stock and parts thereof; railway or tramway track fixtures and fittings and parts thereof; mechanical (including electro-mechanical) traffic signalling equipment of all kinds.

Chapter 88 -Aircrafts, spacecraft, and parts thereof.

¹⁸ Nickel and articles thereof.

¹⁹ Chapter - Ships, boats and floating structures
Chapter - Man-made filaments.

commodities lost are important to the EDB-non-US in terms of value. Commodities found in these Chapters have origins in natural resources or manufacturing. The value of the lost commodities, in percentage terms, when compared to EDB-non-US total is small (average 10.8%) but the proportion of HS-6 commodities that will be lost is high (average 42.8%).

The analysis of the top ten Chapters for commodity disappearance in TP-5M shows that a large share of the value of lost commodities, generated by this the TP-5M scenario, is concentrated in these same Chapters. The value of those lost commodities in percentage terms, however, is relatively low for those Chapters most important in EDB-non-US.

SECTORAL ANALYSIS

In order to delineate the industrial structure of the importing community, the importer data base has been analyzed on a sectoral basis. Similar analysis is also planned for the exporter data base.

The 1990 Importing Community by SIC-C Sectoral Analysis

	No. of Importers	%	Value \$mill.	%
1 IDB	145,832	100.0	142,643	100.0
2 SIC-C	69,439	47.6	129,204	90.6
3 Invalid SIC-C	4,220	6.1	3,887	3.0
4 Valid SIC-C (used in Analysis)	65,219	44.7	125,317	87.9

For the sectoral analysis, the IDB was matched to the CFDB to obtain the Canadian Standard Industrial Classification for companies and enterprises (SIC-C)²⁰ code. Of the total importers on the IDB, 47.6% were identified on the CFDB. This coverage represents 91% of the total value of 1990 imports. Only 6% of the matches, representing 3% of the total value, yielded invalid SIC-C codes. These invalid codes are excluded for this analysis.

The Sectors have been analyzed by value and by number of importers.

By value (Table 16)

The results of ranking industry Sectors by descending value show Sector G-Transportation Equipment to have the highest value (\$42 billion) and Sector O-Education, Health and Social Services to have the lowest (\$0.3 billion).

Sector G accounts for 33.8% of the total value for all Sectors. This Sector covers the manufacturing, wholesaling and retailing of transportation equipment and parts. Within this Sector, Subsector SIC 30-Motor Vehicles and Motor Vehicles Parts and Accessories accounted for 86% of the value (\$36.3 billion), primarily due to SIC 3012 Motor Vehicle and Motor Vehicle Parts and Integrated Operations. The firms in this subsegment engage in integrated operations of manufacturing and wholesaling auto, trucks, motor vehicle assembling, motor vehicle parts and accessories etc. The value in SIC 3012 is \$28 billion or 65% of the total Sector.

²⁰ The Canadian Standard Industrial Classification for companies and enterprises (SIC-C) is a hierarchical classification which recognises vertical integration and was designed to improve the industrial classification of financial statistics. The Classification is divided into 18 sectors. These are further separated into subsectors (denoted by 2-digit SIC-C code), segments (2-digit code) and subsegment (4-digit code). This analysis focuses at the sector level.

The Sector with the next highest value is Sector H-Electrical and Electronic Products. This Sector has a value of \$15.5 billion, 12% of the total and includes the manufacturing, wholesaling and marketing of electrical and electronic products, as well as computer services. This Sector contains two Subsectors: SIC 35-Household Appliances & Electrical Products with 26.5% of the total value of the Sector; and, SIC 36-Electronic Equipment and Computer Services with 73.5%. At the subsegment level, SIC 3631-Computer Equipment and Related Services, Integrated Operations constitutes 39.3% of the Sector. This subsegment includes firms which engage in operations that integrate manufacturing, wholesale, marketing, service, computer programming, system analysis, etc. The other significant contributor to this Sector is SIC 3511-Household Appliances Wholesaling which includes small and major and home entertainment appliances as well as computers (10%).

By importer (Table 16)

The ranking of Sectors by descending number of importers shows Sector R-Consumer Goods and Services to have the largest number of importers (15,482), representing 23.7% of the total for all Sectors. Sector Q-Food Retailing contains the least importers (564) 0.9% of the total for all Sectors.

Sector R covers the production and distribution of consumer goods not classified elsewhere. Subsector SIC 87-Household Appliances and Furnishings Retail contains the highest proportion (51%) of importers (7900) Subsegment SIC 8799-Other Speciality Merchandising Retailing contains 3317. These firms retail specialized lines of goods such as pets, antiques, lawn and garden supplies. SIC 86-Household Furniture and Other Consumer Goods has 26.4% of the importers (4095). SIC 8699-Other Consumer Goods has the largest number of importers within Subsector 86. These are firms engaged in the wholesaling of new and second-hand consumer goods such as second hand books, chinaware, etc. In value, this SIC accounts for \$1.5 billion, representing 17% of the total value of Sector R.

The Sector with the next largest number of importers is Sector F-Machinery and Equipment except electrical. This Sector contains 7572 importers (11.6%) and accounts for 8.2% of the total value for all Sectors. This Sector covers the manufacturing and wholesaling of machinery and equipment excluding transportation and electrical equipment. Subsector SIC 25-Agricultural, Construction and Industrial Machinery and Equipment contains the highest proportion of importers, at 65.5% (4959). Subsegments SIC 2531-Industrial Machinery and Equipment Manufacturing and SIC 2532-Industrial Machinery and Equipment Manufacturing²¹ contain 1,075 and 1,715 importers, respectively.

TRADE AFFILIATES

To further characterize the nature of Canada's importing community, imports have been aggregated into two groups: trade between independent firms and trade between related firms (i.e. parent-branch or branch-branch transactions).

Imports totalled \$142.6 billion in 1990, of which 59.4% was accounted for by trade between independent trade units and 40.6% by trade between affiliated units.

Of the total number of transactions, only 32.1% were between affiliated trade units. Of the total number of shipments, 71.2% were between independent importers.

Trade affiliates

	No. of Importers	Value \$mill.	% of Value	Transactions '000s	% of Trans.	Shipments '000s	% of Shipments
IDB	145,832	142,643	100.0	11,513	100.0	5,116	100.0%
Independent	126,159	84,730	59.4	7,817	67.9	3,643	71.2
Related	19,673	57,913	40.6	3,696	32.1	1,473	28.8

²¹ SIC 2532 includes the wholesaling of playground equipment; leasing and repair of industrial machinery and equipment.

Longitudinal Analysis of the Importing Community

Methodology (Chart 1)

Analysis of the importer data base also includes a study of the composition of the importer population over time. Chart 1, Known Population, shows a definitive break in the series between 1987 and 1988. This discontinuity is due to the fact that, prior to 1988, the importer identification number was not a validated field at Customs and Excise. As a result the known population was understated to the extent that importers without an identification number were aggregated under a single record, the Blank.

In order to assess the importer population longitudinally, the number of importers responsible for the Blank import values was estimated. The value for the Low Value Shipment (LVS)²², for which frame information was not collected, was removed from the Blank value and the residual value became the value of the Blank used to impute the number of importers.

1988 was used as the benchmark²³ and the change in the number of importers between 1987 and 1988 was calculated. The corresponding change that occurred between 1987 and 1988 was allocated to each of the 13 value ranges of the importing community. A ratio of each value range portion to total change was calculated. This ratio was applied to the total Blank value to determine which portion of the Blank value should be allocated to each value range. The final step was to calculate the number of importers that each value range would have once the Blank value was portioned out among value ranges.

Three methods for estimating the number of importers were examined. The first method was to use the value range average, obtained by dividing the portion of the Blank value attributed to a specific value range by the corresponding average value per importer of that value range in the known population series. The second method was to use the general average, obtained by dividing the Blank value attributed to a specific value range by the overall average value per importer of the known population. The third method was to use the average of the 5 most affected value range averages²⁴, obtained by dividing the portion of the Blank value attributed to a specific value range by the average of the five most affected value range averages. The imputed number of importers obtained varied according to the method chosen. For the current analysis, the third method (average of the 5 most affected value range averages) was used for calculating the imputed number of importers from 1980 to 1987 and the second method (general average) was used from 1988 to 1991. The results are found in Table 13A and illustrated in Chart 1.

Longitudinal Analysis

For analytical purposes, the thirteen original value segments were grouped into three value ranges according to the following thresholds: less than \$1 million; \$1 million to \$9.9 million; and, \$10 million or more.

The objective of the longitudinal analysis is to detect any trends and relationships between the size of importers and their relative importance to total imports. Tables 17 and 18 give detailed value ranges and grouped value ranges.

²² LVS values are known for all years in the period except 1988. For that year, their value was imputed to 30% of the Blank total value.

²³ Since 1988, the value of the Blank without LVS value declined drastically following the validation of the importer number in the processing of customs documents.

²⁴ This choice was based on the fact that between 1987 and 1988, 97% of the change in the number of importers in the known population has taken place within the first five value ranges (lowest ones).

Number of Importers by Value Ranges (Table 18; Charts 2 and 3)

The major findings of the longitudinal analysis are consistent with the analysis of the 1990 importing community outlined earlier.

- The largest number of importers are found in the lower value range (less than \$1 million). For the 12 year period, the minimum number (estimated at 127,774) was attained in 1982. The maximum was reached in 1989 (176,836). The relative importance of the lower value range, in terms of population, declined over the period from 95.3% (1980) to 92.8% (1991) of all importers. Two major drops in the total number of importers occur during the years 1982 and 1990. These coincide with recessionary periods. In both instances, the <\$1 million value range absorbed most of the decline in total importer population (95.3% in 1982 and 99.9% in 1990). In addition to the recessionary pressures at the beginning of the decade, rationalization of identification numbers by Customs and Excise may also explain the decline in the number of importers in 1990.
- The smallest number of importers are found in the highest value range (\$10 million or more). During the period of study, the number of importers in this range vary from a minimum of 896 (1982) to a maximum of 1,581 (1989). As a proportion of total importers, the number of importers in this value range has increased over the period from 0.7% (1980) to 1.0% (1991).
- The number of importers in the value range of \$1 million to \$9.9 million reached its lowest level in 1982 (5,769) and its highest level in 1989 (9,513). Over the period, the relative importance of this value range in terms of importers rose from 4% in 1980 to 6.1% in 1991.

From 1980 to 1991, the number of importers increased steadily, except for two major pauses in 1982 and in 1990. The major share of importers is found in the lowest value range with the smallest value. However, that share has declined over the period and has absorbed most of the fluctuations that occurred in the series.

Value of Imports by Value Ranges (Table 18; Charts 4 and 5)

Major findings are:

- the \$10 million or more value range has the largest share of the value of imports. The value of imports in this value range increased steadily until 1988, with the exception of 1982. From 1988, growth in this range was marginal and a slight decrease was registered in 1991. From 1980 to 1991, import values in this value range doubled. In relative terms, this value range increased its share of total import values. Representing 66.3% of total imports in 1980, total import value range rose to 72.7% by the end of the period. Most fluctuations in the total value of imports from 1980 to 1988 were due to fluctuations within this value range.
- for the \$1 million to \$9.9 million value range, growth is apparent throughout most of the period except for 1982 and 1991. The relative importance of this value range increased marginally over the period: from 18.9% in 1980 to 19.3% in 1991. In absolute terms, however, its value doubled over the period.
- for the less than \$1 million value range, there was virtually no growth between 1980 and 1991. A peak occurred in 1987 (\$14 billion) but by the end of the period the total value had returned to its 1980 level. In relative terms, the importance of this value range decreased over the period: from 14.8% (1980) to 8.0% (1991) of total imports value.

Growth in the value of imports occurred in the two highest value ranges from 1980 to 1991. In 1982, negative growth was observed in all ranges as the effects of the recession were felt throughout the Canadian economy. After 1988, the rate of growth diminished and culminated in a slight decline in 1991. The overall fluctuations in the total value of imports were due to fluctuations within the \$10 million or more value range.

CONCLUSION

The preliminary analysis of the importer and exporter data bases have confirmed certain assumptions and have provided new information on the importing and exporting communities.

Although a certain degree of concentration of trading activity was anticipated, the extent to which a relatively small number of trade units dominate trade, particularly in the importing community, was unexpected.

The application of thresholds supports the operational feasibility of a survey driven trade program. Studies of the impact of various thresholds indicate relatively high coverage of import/export values and reasonable commodity coverage. The commodity coverage analysis at the HS-6 level provided different results in the importer and exporter data bases. On the import side, coverage was relatively high given the loss of less than 6% of commodities present on the IDB even when applying a \$10 million threshold. Results for the exporter data base were not as encouraging. Even the lowest threshold level of \$1 million generated commodity disappearances in excess of 15% for the US and 24% for the non-US portions of the frame. While these figures may be overstated to the extent that some out-of-scope exporters in the separate portions would become in-scope as a result of the integration of the US and non-US portions, the magnitude of the commodity disappearance remains a cause for concern.

Sectoral analysis of the importing community reveals significant import value concentration in the transportation equipment Sector (33%), with the balance relatively well distributed among the 17 other Sectors. These results were not unexpected and it is assumed that similar results will be obtained in the sectoral analysis of the exporting community.

Trade affiliation analysis confirmed that a significant proportion of imports, 41% in value terms, are conducted between trade affiliates. This type of trade activity is relatively concentrated and less than 15% of importers conduct trade in this manner with half of these dealing with both intra and inter-company sources.

With respect to longitudinal analysis, the adjustment to the total population resulting from the imputation of non-identified importers yielded significant findings on the behaviour of the importing community. The series reflect the economic conditions that prevail during the period, particularly the recession of 1982. The importing community has not undergone any major structural changes in the last 12 years. The majority of trade units are found in the less than \$1 million value range and fluctuations in the overall population are attributable to changes in this range. A small number of importers (\$10 million or more value range) account for a very high proportion of total import values and are largely responsible for variations in the overall level of imports.

The preliminary analyses contained in this paper stem from the need to develop a strategy for the maintenance of the trade statistics program in the event of reduced or non-existent Customs documentation. Prior to the creation of the importer and exporter data bases, trade analyses in terms of population, activity and other variables were infrequent and limited by the complexity of drawing together appropriate data from various sources on an ad hoc basis. These data bases, with their associated update and maintenance processes, should facilitate cross-sectional and longitudinal analyses on a long term basis.

Future work on the importer and exporter data bases will include examination of the effects of multiple thresholds on the quality of detailed commodity statistics. The importance of brokers to the importing and exporting communities will also be studied. The integration of the US and non-US portions of the exporter data base will provide a cohesive base for more advanced analysis of the exporting community. SIC-C analysis of the importing and exporting communities will be expanded. The linkage to the CFDB, that has been started for the importer data base, will be extended to the exporter data base and linkage with Industrial Organization and Finance Division files will provide revenue and country of control analysis.

The fully developed importer and exporter data bases, in addition to providing the necessary infrastructure for any conversion of the trade statistics program to a survey environment, should prove to be powerful analytical tools in the integration of trade, production, employment, revenue and associated classification data.

TABLES AND CHARTS

TABLE 1
THE 1990 IMPORTING COMMUNITY BY VALUE RANGES
TOTAL IMPORTERS

VALUE CLASS	VALUE						TRANS		SHIP	
	IMPORTER	% IMP	MEAN	STD	SUM	% SUM	SUM	% SUM	SUM	% SUM
RANGE										
OVER 1 BILLION	7	0.0	4,620,733,100	5,971,969,196	32,348,151,690	22.7	1,366,664	11.9	348,670	6.0
100,000,000 TO 999,999,999	123	0.1	282,504,568	210,226,503	34,783,277,290	24.3	1,033,977	15.9	349,679	10.7
50,000,000 TO 99,999,999	147	0.1	70,284,704	15,644,782	10,332,145,440	7.2	618,201	5.4	269,004	5.3
10,000,000 TO 49,999,999	1,294	0.9	20,504,323	10,125,346	26,332,593,993	18.6	2,044,351	17.8	971,462	19.0
5,000,000 TO 9,999,999	1,513	1.0	6,976,304	1,414,944	10,335,148,345	7.4	1,032,086	9.0	512,596	10.0
2,000,000 TO 4,999,999	3,680	2.5	5,101,189	831,210	11,412,376,104	8.0	1,335,408	11.8	679,607	13.3
1,000,000 TO 1,999,999	4,280	2.9	1,409,230	286,047	6,031,305,224	4.2	909,320	7.9	442,133	9.0
500,000 TO 999,999	5,911	4.1	707,733	143,400	4,183,420,910	2.9	696,084	6.0	376,006	7.4
100,000 TO 499,999	20,146	13.8	232,824	109,370	4,690,442,504	3.3	999,845	8.7	551,627	10.8
50,000 TO 99,999	11,401	7.8	71,727	14,326	817,750,690	0.6	233,509	2.0	133,077	2.6
10,000 TO 49,999	32,533	22.3	24,107	11,177	704,205,231	0.5	270,324	2.4	145,910	3.2
1,200 TO 9,999	53,225	37.0	3,904	2,397	215,616,307	0.2	129,945	1.1	84,288	1.7
LESS THAN 1,200\$	9,370	6.6	1,008	101	9,613,320	0.0	12,614	0.1	9,590	0.2
ALL	145,832	100.0	978,128	42,283,937	142,643,334,972	100.0	11,513,240	100.0	5,115,699	100.0

TABLE 5: IMPORTER DATABASE (IDB) - TEN TOP CHAPTERS MOST AFFECTED BY
 LOST COMMODITIES IN TERMS OF VALUE IN EACH TARGET POPULATION
 (Value in '000)

Target Population - 1 Million (TP - 1M)

Commodities lost (Chapter Level)	# HS6 in IDB Chapter (1)	# HS6 Chapter Lost (2)	Value of IDB Chapter (3)	Value of HS6 lost (4)	% of lost # HS6 (2)/(1)	% of lost HS6 Value (4)/(3)	Lost HS6 as % of Total Imports ((4)/142.68)
1 02 Meat & edible meat offal	49	1	\$724,594	\$414	2.0%	0.06%	0.0003%
2 03 Fish	87	2	\$503,892	\$376	2.3%	0.07%	0.0003%
3 91 Clocks & Watches	54	2	\$188,891	\$277	3.7%	0.15%	0.0002%
4 01 Live animals	15	3	\$105,677	\$261	20.0%	0.25%	0.0002%
5 16 Prep. of meat, fish	25	1	\$334,316	\$245	4.0%	0.07%	0.0002%
6 53 Other vegetable textile fibres	27	6	\$19,781	\$236	22.2%	1.19%	0.0002%
7 43 Furskin & artificial fur	18	1	\$172,762	\$126	5.6%	0.07%	0.0001%
8 52 Cotton	131	1	\$438,861	\$103	0.8%	0.02%	0.0001%
9 98 Special classification provisions	24	2	\$4,532,192	\$64	8.3%	0.00%	0.0000%
10 50 Silk	8	3	\$40,519	\$62	37.5%	0.15%	0.0000%
Sub Total of Top 10	438	22	\$7,061,485	\$2,164	5.0%	0.03%	0.0015%

Target Population - 5 Million (TP - 5M)

Commodities lost (Chapter Level)	# HS6 in IDB Chapter (1)	# HS6 Chapter Lost (2)	Value of IDB Chapter (3)	Value of HS6 lost (4)	% of lost # HS6 (2)/(1)	% of lost HS6 Value (4)/(3)	Lost HS6 as % of Total Imports ((4)/142.68)
1 84 Machinery & Mech.Appliances,parts thereof	495	10	\$26,341,466	\$17,904	2.0%	0.07%	0.013%
2 41 Raw hides & skins & leather	34	8	\$339,868	\$4,296	23.5%	1.26%	0.003%
3 05 Animal products	17	4	\$52,681	\$3,717	23.5%	7.05%	0.003%
4 24 Tobacco & manuf. tobacco products	9	2	\$34,460	\$3,408	22.2%	9.89%	0.002%
5 12 Oil seeds	41	6	\$277,332	\$2,860	14.6%	1.03%	0.002%
6 51 Wool, fine or coarse animal hair	35	4	\$168,583	\$2,341	11.4%	1.39%	0.002%
7 52 Cotton	125	14	\$438,861	\$2,233	11.2%	0.51%	0.002%
8 25 Salt; Sulphur; Earths and stone;..	75	5	\$453,765	\$2,119	6.7%	0.47%	0.001%
9 58 Special Woven Fabrics	41	4	\$139,421	\$1,443	9.8%	1.03%	0.001%
10 55 Man-made staple fabrics	115	3	\$452,146	\$1,366	2.6%	0.30%	0.001%
Sub Total of Top 10	987	60	\$28,698,583	\$41,685	6.1%	0.15%	0.029%

Target Population - 10 Million (TP - 10M)

Commodities lost (Chapter Level)	# HS6 in IDB Chapter (1)	# HS6 Chapter Lost (2)	Value of IDB Chapter (3)	Value of HS6 lost (4)	% of lost # HS6 (2)/(1)	% of lost HS6 Value (4)/(3)	Lost HS6 as % of Total Imports ((4)/142.68)
1 84 Machinery & Mech.Appliances, parts therof	495	15	\$26,341,466	\$35,314	3.0%	0.13%	0.025%
2 05 Animal products	17	7	\$52,681	\$14,117	41.2%	26.80%	0.010%
3 41 Raw hides & skins & leather	34	14	\$339,868	\$11,082	41.2%	3.26%	0.008%
4 55 Man-made staple fabrics	115	20	\$452,146	\$9,347	17.4%	2.07%	0.007%
5 25 Salt; Sulphur; Earths and stone;..	75	8	\$453,765	\$7,556	10.7%	1.67%	0.005%
6 52 Cotton	125	27	\$438,861	\$7,206	21.6%	1.64%	0.005%
7 51 Wool, fine or coarse animal hair	35	13	\$168,583	\$6,579	37.1%	3.90%	0.005%
8 68 Art. of stone, cement, asbestos	53	6	\$378,167	\$5,146	11.3%	1.36%	0.004%
9 12 Oil seeds	41	7	\$277,332	\$4,383	17.1%	1.58%	0.003%
10 03 Fish	87	19	\$503,892	\$3,849	21.8%	0.76%	0.003%
Sub Total of Top 10	1,077	136	\$29,406,761	\$104,579	12.6%	0.36%	0.073%

TABLE 6
THE 1990 EXPORTING COMMUNITY BY VALUE RANGES
US EXPORTERS

VALUE CLASS	VALUE				TRANS	
	EXPORTERS	% EXP	SUM	% SUM	SUM	% SUM
RANGE						
OVER 1 BILLION	9	0.0	20,003,074,201	19.8	21,974	0.7
100,000,000 TO 999,999,999	121	0.1	21,215,090,606	20.6	428,091	13.1
50,000,000 TO 99,999,999	139	0.2	9,733,146,455	9.5	310,807	9.5
10,000,000 TO 49,999,999	967	1.1	19,927,931,096	19.5	942,697	28.9
5,000,000 TO 9,999,999	912	1.0	6,334,715,610	6.2	364,990	11.2
2,000,000 TO 4,999,999	1,934	2.2	6,115,329,790	6.0	396,610	12.1
1,000,000 TO 1,999,999	2,118	2.4	3,010,009,974	2.9	225,507	6.8
500,000 TO 999,999	2,964	3.3	2,099,326,200	2.1	175,860	5.4
100,000 TO 499,999	11,040	12.4	2,496,330,847	2.4	226,139	6.9
50,000 TO 99,999	7,671	8.6	545,039,652	0.5	54,337	1.7
10,000 TO 49,999	23,477	26.5	604,234,233	0.6	76,634	2.3
1,200 TO 9,999	33,150	37.4	153,503,675	0.1	44,296	1.4
LESS THAN 1,200	774	0.9	483,966	0.0	846	0.0
ALL	89,204	100.0	102,329,268,254	100.0	3,266,940	100.0

TABLE 7
THE 1990 EXPORTING COMMUNITY BY VALUE RANGES
NON US EXPORTERS

VALUE CLASS	VALUE				TRANS	
	EXPORTERS	% EXP	SUM	% SUM	SUM	% SUM
RANGE						
100,000,000 TO 999,999,999	65	1.0	17,959,401,339	57.9	47,706	22.3
50,000,000 TO 99,999,999	47	0.7	5,329,000,745	16.7	14,810	6.9
10,000,000 TO 49,999,999	249	3.8	5,367,510,157	17.3	66,865	31.3
5,000,000 TO 9,999,999	183	2.9	1,206,421,523	4.1	10,459	0.6
2,000,000 TO 4,999,999	448	7.0	1,409,743,042	4.5	26,185	12.2
1,000,000 TO 1,999,999	466	7.3	661,926,677	2.1	12,040	5.6
500,000 TO 999,999	599	9.4	427,149,310	1.4	9,126	4.3
100,000 TO 499,999	2,373	37.3	520,311,719	1.7	12,900	6.0
50,000 TO 99,999	345	5.4	24,249,452	0.1	1,961	0.9
10,000 TO 49,999	833	13.4	21,195,014	0.1	2,330	1.2
1,200 TO 9,999	787	11.6	3,766,910	0.0	1,046	0.5
LESS THAN 1,200	4	0.1	2,256	0.0	6	0.0
ALL	6,365	100.0	31,010,487,744	100.0	213,619	100.0

TABLE 8

EDB US
EDB AND TP-5M COMPARISON
HS CHAPTERS RANKED BY DESCENDING COVERAGE OF VALUE

9:05 FRIDAY, APRIL 24, 1992 1

OBS	HS CHAP	TOTAL EDB VALUE	TP-5M VALUE	% OF EDB VALUE	TOTAL # RECORDS	# RECORDS IN HS	% OF TOT # RECORDS
1	75	\$776,370,704	\$754,800,173	97.2	5,029	4,659	92.6
2	87	\$28,108,864,121	\$27,251,700,435	97.0	304,793	242,374	79.5
3	79	\$722,609,923	\$696,621,642	96.4	12,649	11,364	89.8
4	47	\$2,883,119,263	\$2,769,079,390	96.0	60,676	54,318	89.5
5	27	\$10,631,627,661	\$10,100,632,177	95.0	159,192	117,621	73.9
6	48	\$7,290,139,348	\$6,842,316,158	93.9	286,859	255,881	89.2
7	86	\$577,543,925	\$538,673,117	93.3	5,639	4,268	75.7
8	88	\$1,956,860,723	\$1,819,479,619	93.0	15,934	10,712	67.2
9	74	\$865,243,414	\$792,355,069	91.6	14,208	10,098	71.1
10	76	\$2,412,922,895	\$2,205,258,016	91.4	52,925	42,117	79.6
11	71	\$935,784,549	\$845,785,395	90.4	5,938	1,749	29.5
12	37	\$189,898,916	\$170,935,709	90.0	3,566	1,873	52.5
13	29	\$912,892,180	\$821,204,030	90.0	24,883	21,101	84.8
14	40	\$1,193,608,850	\$1,070,064,655	89.6	43,190	34,314	79.4
15	26	\$501,926,824	\$446,188,566	88.9	2,895	1,085	37.5
16	28	\$1,269,589,000	\$1,125,915,016	88.7	71,023	56,708	79.8
17	72	\$1,498,363,359	\$1,316,535,342	87.9	126,473	107,659	85.1
18	18	\$132,686,010	\$116,477,496	87.8	4,131	3,484	84.3
19	31	\$743,026,551	\$647,351,814	87.1	61,575	51,158	83.1
20	54	\$131,177,908	\$114,156,545	87.0	5,048	3,356	66.5
21	22	\$561,516,988	\$475,341,504	84.7	30,134	24,129	80.1
22	81	\$131,465,706	\$111,218,668	84.6	2,430	1,996	82.1
23	80	\$7,567,110	\$6,380,883	84.3	416	308	74.0
24	85	\$5,459,228,145	\$4,529,221,376	83.0	179,176	106,336	59.3
25	78	\$70,217,996	\$58,234,935	82.9	3,166	2,302	72.7
26	02	\$668,511,693	\$519,908,304	77.8	26,287	20,915	79.6
27	55	\$125,044,954	\$97,002,874	77.6	5,557	2,491	44.8
28	84	\$8,956,390,228	\$6,929,789,754	77.4	278,041	149,803	53.9
29	36	\$47,350,898	\$36,056,547	76.1	604	295	48.8
30	70	\$313,643,756	\$237,676,020	75.8	19,445	11,230	57.8
31	44	\$3,912,714,600	\$2,847,390,461	72.8	328,373	214,319	65.3
32	59	\$105,143,699	\$75,175,431	71.5	6,248	3,264	52.2
33	83	\$239,687,462	\$170,938,296	71.3	21,881	14,121	64.5
34	94	\$1,500,190,994	\$1,057,812,511	70.5	93,239	52,507	56.3
35	38	\$204,492,292	\$143,652,191	70.2	8,730	4,356	49.9
36	30	\$112,110,813	\$78,738,271	70.2	2,014	694	34.5
37	16	\$121,029,592	\$84,917,453	70.2	5,518	3,628	65.7
38	19	\$212,571,496	\$146,309,691	68.8	13,869	7,014	50.6
39	39	\$1,782,648,732	\$1,223,500,892	68.6	99,621	46,316	46.5
40	15	\$97,513,348	\$64,413,802	66.1	3,756	2,140	57.0
41	17	\$142,078,148	\$93,623,055	65.9	9,788	7,979	81.5
42	73	\$1,450,816,431	\$955,332,521	65.8	120,299	74,454	61.9
43	20	\$84,090,221	\$54,892,742	65.3	9,049	5,483	60.6
44	90	\$804,214,533	\$515,521,098	64.1	38,092	15,230	40.0
45	01	\$707,736,102	\$452,836,840	64.0	25,439	12,705	49.9
46	10	\$212,985,810	\$134,879,066	63.3	11,422	4,852	42.5
47	57	\$59,797,400	\$37,644,135	63.0	3,272	1,611	49.2
48	32	\$184,233,683	\$115,755,670	62.8	10,007	4,272	42.7
49	34	\$103,774,555	\$64,701,663	62.3	5,916	2,952	49.9
50	99	\$5,052,799,920	\$3,124,384,865	61.8	190,425	73,675	38.7
51	89	\$113,581,950	\$67,037,032	59.0	2,109	606	28.7
52	23	\$201,471,503	\$117,749,597	58.4	36,508	19,070	52.2

TABLE 8 CONTINUED

EDB US
EDB AND TP-5M COMPARISON
HS CHAPTERS RANKED BY DESCENDING COVERAGE OF VALUE

OBS	HS CHAP	TOTAL EDB VALUE	TP-5M VALUE	% OF EDB VALUE	TOTAL # RECORDS	# RECORDS IN HS	% OF TOT # RECORDS
53	21	\$98,525,130	\$57,007,173	57.9	5,738	2,273	39.6
54	25	\$404,964,458	\$231,971,396	57.3	55,215	30,158	54.6
55	68	\$293,638,929	\$166,171,901	56.6	38,439	20,798	54.1
56	41	\$80,705,128	\$45,397,178	56.3	3,824	1,468	38.4
57	03	\$1,272,105,729	\$701,569,810	55.2	67,811	28,263	41.7
58	98	\$452,872,050	\$243,637,885	53.8	26,382	11,015	41.8
59	11	\$39,018,074	\$20,979,274	53.8	4,157	2,091	50.3
60	93	\$42,827,695	\$22,899,348	53.5	1,266	389	30.7
61	33	\$95,867,614	\$50,751,808	52.9	4,712	1,487	31.6
62	96	\$51,267,284	\$25,655,914	50.0	3,523	1,529	43.4
63	12	\$154,750,062	\$76,052,766	49.1	14,157	4,445	31.4
64	69	\$55,232,650	\$26,714,288	48.4	6,108	1,858	30.4
65	43	\$105,522,492	\$48,790,000	46.2	4,890	953	19.5
66	49	\$354,164,640	\$160,862,088	45.4	23,785	5,722	24.1
67	35	\$29,579,974	\$13,187,862	44.6	1,906	846	44.4
68	64	\$76,136,289	\$32,562,050	42.8	6,105	2,906	47.6
69	82	\$131,098,665	\$54,032,557	41.2	11,688	3,238	27.7
70	63	\$37,400,072	\$14,914,312	39.9	4,204	665	15.8
71	08	\$69,754,886	\$27,120,758	38.9	5,465	1,562	28.6
72	24	\$40,352,587	\$15,658,998	38.8	1,196	230	19.2
73	95	\$196,845,422	\$72,519,976	36.8	13,356	3,480	26.1
74	51	\$11,653,981	\$4,097,393	35.2	1,145	247	21.6
75	92	\$15,869,854	\$5,465,190	34.4	707	44	6.2
76	62	\$123,147,870	\$39,955,611	32.4	22,907	3,323	14.5
77	52	\$24,002,562	\$7,655,395	31.9	1,310	255	19.5
78	42	\$48,803,414	\$13,645,799	28.0	5,836	1,077	18.5
79	53	\$21,131,854	\$5,519,554	26.1	1,731	385	22.2
80	97	\$86,639,282	\$21,336,235	24.6	3,616	234	6.5
81	04	\$36,379,277	\$8,915,453	24.5	1,736	181	10.4
82	60	\$14,158,627	\$3,417,724	24.1	1,863	724	38.9
83	09	\$29,372,930	\$6,406,803	21.8	1,553	147	9.5
84	07	\$147,018,300	\$30,395,618	20.7	24,473	3,475	14.2
85	56	\$34,252,364	\$6,239,534	18.2	3,199	688	21.5
86	06	\$84,376,840	\$14,029,155	16.6	14,103	2,631	18.7
87	58	\$13,943,240	\$2,220,140	15.9	2,718	353	13.0
88	61	\$75,916,185	\$8,949,374	11.8	10,701	1,634	15.3
89	65	\$19,238,221	\$2,022,432	10.5	2,533	324	12.8
90	05	\$21,157,673	\$1,725,517	8.2	2,760	373	13.5
91	50	\$546,845	\$43,377	7.9	219	12	5.5
92	45	\$2,812,385	\$198,638	7.1	386	31	8.0
93	91	\$8,417,955	\$443,562	5.3	1,643	162	9.9
94	14	\$257,251	\$7,436	2.9	21	3	14.3
95	46	\$420,770	\$9,002	2.1	72	2	2.8
96	67	\$352,381	\$5,176	1.5	58	2	3.4
97	13	\$4,233,648	\$36,903	0.9	79	4	5.1
98	66	\$1,654,813			195		
		=====	=====		=====	=====	
		\$102,389,265,234	\$87,364,766,875		3,266,948	2,068,639	

TABLE 9

EDB US
EDB AND TP-5M COMPARISON
HS CHAPTERS RANKED BY DESCENDING TP-5M VALUE

9:02 FRIDAY, APRIL 24, 1992 1

OBS	HS CHAP	TOTAL EDB VALUE	TP-5M VALUE	% OF EDB VALUE	TOTAL # RECORDS	# RECORDS IN HS	% OF TOT # RECORDS
1	87	\$28,108,864,121	\$27,251,700,435	97.0	304,793	242,374	79.5
2	27	\$10,631,627,661	\$10,100,632,177	95.0	159,192	117,621	73.9
3	84	\$8,956,390,228	\$6,929,789,754	77.4	278,041	149,803	53.9
4	48	\$7,290,139,348	\$6,842,316,158	93.9	286,859	255,881	89.2
5	85	\$5,459,228,145	\$4,529,221,376	83.0	179,176	106,336	59.3
6	99	\$5,052,799,920	\$3,124,384,865	61.8	190,425	73,675	38.7
7	44	\$3,912,714,600	\$2,847,390,461	72.8	328,373	214,319	65.3
8	47	\$2,883,119,263	\$2,769,079,390	96.0	60,676	54,318	89.5
9	76	\$2,412,922,895	\$2,205,258,016	91.4	52,925	42,117	79.6
10	88	\$1,956,860,723	\$1,819,479,619	93.0	15,934	10,712	67.2
11	72	\$1,498,363,359	\$1,316,535,342	87.9	126,473	107,659	85.1
12	39	\$1,782,648,732	\$1,223,500,892	68.6	99,621	46,316	46.5
13	28	\$1,269,589,000	\$1,125,915,016	88.7	71,023	56,708	79.8
14	40	\$1,193,608,850	\$1,070,064,655	89.6	43,190	34,314	79.4
15	94	\$1,500,190,994	\$1,057,812,511	70.5	93,239	52,507	56.3
16	73	\$1,450,816,431	\$955,332,521	65.8	120,299	74,454	61.9
17	71	\$935,784,549	\$845,785,395	90.4	5,938	1,749	29.5
18	29	\$912,892,180	\$821,204,030	90.0	24,883	21,101	84.8
19	74	\$865,243,414	\$792,355,069	91.6	14,208	10,098	71.1
20	75	\$776,370,704	\$754,800,173	97.2	5,029	4,659	92.6
21	03	\$1,272,105,729	\$701,569,810	55.2	67,811	28,263	41.7
22	79	\$722,609,923	\$696,621,642	96.4	12,649	11,364	89.8
23	31	\$743,026,551	\$647,351,814	87.1	61,575	51,158	83.1
24	86	\$577,543,925	\$538,673,117	93.3	5,639	4,268	75.7
25	02	\$668,511,693	\$519,908,304	77.8	26,287	20,915	79.6
26	90	\$804,214,533	\$515,521,098	64.1	38,092	15,230	40.0
27	22	\$561,516,988	\$475,341,504	84.7	30,134	24,129	80.1
28	01	\$707,736,102	\$452,836,840	64.0	25,439	12,705	49.9
29	26	\$501,926,824	\$446,188,566	88.9	2,895	1,085	37.5
30	98	\$452,872,050	\$243,637,885	53.8	26,382	11,015	41.8
31	70	\$313,643,756	\$237,676,020	75.8	19,445	11,230	57.8
32	25	\$404,964,458	\$231,971,396	57.3	55,215	30,158	54.6
33	83	\$239,687,462	\$170,938,296	71.3	21,881	14,121	64.5
34	37	\$189,898,916	\$170,935,709	90.0	3,566	1,873	52.5
35	68	\$293,638,929	\$166,171,901	56.6	38,439	20,798	54.1
36	49	\$354,164,640	\$160,862,088	45.4	23,785	5,722	24.1
37	19	\$212,571,496	\$146,309,691	68.8	13,869	7,014	50.6
38	38	\$204,492,292	\$143,652,191	70.2	8,730	4,356	49.9
39	10	\$212,985,810	\$134,879,066	63.3	11,422	4,852	42.5
40	23	\$201,471,503	\$117,749,597	58.4	36,508	19,070	52.2
41	18	\$132,686,010	\$116,477,496	87.8	4,131	3,484	84.3
42	32	\$184,233,683	\$115,755,670	62.8	10,007	4,272	42.7
43	54	\$131,177,908	\$114,156,545	87.0	5,048	3,356	66.5
44	81	\$131,465,706	\$111,218,668	84.6	2,430	1,996	82.1
45	55	\$125,044,954	\$97,002,874	77.6	5,557	2,491	44.8
46	17	\$142,078,148	\$93,623,055	65.9	9,788	7,979	81.5
47	16	\$121,029,592	\$84,917,453	70.2	5,518	3,628	65.7
48	30	\$112,110,813	\$78,738,271	70.2	2,014	694	34.5
49	12	\$154,750,062	\$76,052,766	49.1	14,157	4,445	31.4
50	59	\$105,143,699	\$75,175,431	71.5	6,248	3,264	52.2
51	95	\$196,845,422	\$72,519,976	36.8	13,356	3,480	26.1
52	89	\$113,581,950	\$67,037,032	59.0	2,109	606	28.7

TABLE 9 CONTINUED

EDB US
EDB AND TP-5M COMPARISON
HS CHAPTERS RANKED BY DESCENDING TP-5M VALUE

OBS	HS CHAP	TOTAL EDB VALUE	TP-5M VALUE	% OF EDB VALUE	TOTAL # RECORDS	# RECORDS IN HS	% OF TOT # RECORDS
53	34	\$103,774,555	\$64,701,663	62.3	5,916	2,952	49.9
54	15	\$97,513,348	\$64,413,802	66.1	3,756	2,140	57.0
55	78	\$70,217,996	\$58,234,935	82.9	3,166	2,302	72.7
56	21	\$98,525,130	\$57,007,173	57.9	5,738	2,273	39.6
57	20	\$84,090,221	\$54,892,742	65.3	9,049	5,483	60.6
58	82	\$131,098,665	\$54,032,557	41.2	11,688	3,238	27.7
59	33	\$95,867,614	\$50,751,808	52.9	4,712	1,487	31.6
60	43	\$105,522,492	\$48,790,000	46.2	4,890	953	19.5
61	41	\$80,705,128	\$45,397,178	56.3	3,824	1,468	38.4
62	62	\$123,147,870	\$39,955,611	32.4	22,907	3,323	14.5
63	57	\$59,797,400	\$37,644,135	63.0	3,272	1,611	49.2
64	36	\$47,350,898	\$36,056,547	76.1	604	295	48.8
65	64	\$76,136,289	\$32,562,050	42.8	6,105	2,906	47.6
66	07	\$147,018,300	\$30,395,618	20.7	24,473	3,475	14.2
67	08	\$69,754,886	\$27,120,758	38.9	5,465	1,562	28.6
68	69	\$55,232,650	\$26,714,288	48.4	6,108	1,858	30.4
69	96	\$51,267,284	\$25,655,914	50.0	3,523	1,529	43.4
70	93	\$42,827,695	\$22,899,348	53.5	1,266	389	30.7
71	97	\$86,639,282	\$21,336,235	24.6	3,616	234	6.5
72	11	\$39,018,074	\$20,979,274	53.8	4,157	2,091	50.3
73	24	\$40,352,587	\$15,658,998	38.8	1,196	230	19.2
74	63	\$37,400,072	\$14,914,312	39.9	4,204	665	15.8
75	06	\$84,376,840	\$14,029,155	16.6	14,103	2,631	18.7
76	42	\$48,803,414	\$13,645,799	28.0	5,836	1,077	18.5
77	35	\$29,579,974	\$13,187,862	44.6	1,906	846	44.4
78	61	\$75,916,185	\$8,949,374	11.8	10,701	1,634	15.3
79	04	\$36,379,277	\$8,915,453	24.5	1,736	181	10.4
80	52	\$24,002,562	\$7,655,395	31.9	1,310	255	19.5
81	09	\$29,372,930	\$6,406,803	21.8	1,553	147	9.5
82	80	\$7,567,110	\$6,380,883	84.3	416	308	74.0
83	56	\$34,252,364	\$6,239,534	18.2	3,199	688	21.5
84	53	\$21,131,854	\$5,519,554	26.1	1,731	385	22.2
85	92	\$15,869,854	\$5,465,190	34.4	707	44	6.2
86	51	\$11,653,981	\$4,097,393	35.2	1,145	247	21.6
87	60	\$14,158,627	\$3,417,724	24.1	1,863	724	38.9
88	58	\$13,943,240	\$2,220,140	15.9	2,718	353	13.0
89	65	\$19,238,221	\$2,022,432	10.5	2,533	324	12.8
90	05	\$21,157,673	\$1,725,517	8.2	2,760	373	13.5
91	91	\$8,417,955	\$443,562	5.3	1,643	162	9.9
92	45	\$2,812,385	\$198,638	7.1	386	31	8.0
93	50	\$546,845	\$43,377	7.9	219	12	5.5
94	13	\$4,233,648	\$36,903	0.9	79	4	5.1
95	46	\$420,770	\$9,002	2.1	72	2	2.8
96	14	\$257,251	\$7,436	2.9	21	3	14.3
97	67	\$352,381	\$5,176	1.5	58	2	3.4
98	66	\$1,654,813	.	.	195	.	.
		=====	=====		=====	=====	
		\$102,389,265,234	\$87,364,766,875		3,266,948	2,068,639	

TABLE 10

EDB US
EDB AND TP-5M COMPARISON
HS CHAPTERS RANKED BY DESCENDING TOTAL EDB VALUE

9:03 FRIDAY, APRIL 24, 1992 1

OBS	HS CHAP	TOTAL EDB VALUE	TP-5M VALUE	% OF EDB VALUE	TOTAL # RECORDS	# RECORDS IN HS	% OF TOT # RECORDS
1	87	\$28,108,864,121	\$27,251,700,435	97.0	304,793	242,374	79.5
2	27	\$10,631,627,661	\$10,100,632,177	95.0	159,192	117,621	73.9
3	84	\$8,956,390,228	\$6,929,789,754	77.4	278,041	149,803	53.9
4	48	\$7,290,139,348	\$6,842,316,158	93.9	286,859	255,801	89.2
5	85	\$5,459,228,145	\$4,529,221,376	83.0	179,176	106,336	59.3
6	99	\$5,052,799,920	\$3,124,384,865	61.8	190,425	73,675	38.7
7	44	\$3,912,714,600	\$2,847,390,461	72.8	328,373	214,319	65.3
8	47	\$2,883,119,263	\$2,769,079,390	96.0	60,676	54,318	89.5
9	76	\$2,412,922,895	\$2,205,258,016	91.4	52,925	42,117	79.6
10	88	\$1,956,860,723	\$1,819,479,619	93.0	15,934	10,712	67.2
11	39	\$1,782,648,732	\$1,223,500,892	68.6	99,621	46,316	46.5
12	94	\$1,500,190,994	\$1,057,812,511	70.5	93,239	52,507	56.3
13	72	\$1,498,363,359	\$1,316,535,342	87.9	126,473	107,659	85.1
14	73	\$1,450,816,431	\$955,332,521	65.8	120,299	74,454	61.9
15	03	\$1,272,105,729	\$701,569,810	55.2	67,811	28,263	41.7
16	28	\$1,269,589,000	\$1,125,915,016	88.7	71,023	56,708	79.8
17	40	\$1,193,608,850	\$1,070,064,655	89.6	43,190	34,314	79.4
18	71	\$935,784,549	\$845,785,395	90.4	5,938	1,749	29.5
19	29	\$912,892,180	\$821,204,030	90.0	24,883	21,101	84.8
20	74	\$865,243,414	\$792,355,069	91.6	14,208	10,098	71.1
21	90	\$804,214,533	\$515,521,098	64.1	38,092	15,230	40.0
22	75	\$776,370,704	\$754,800,173	97.2	5,029	4,659	92.6
23	31	\$743,026,551	\$647,351,814	87.1	61,575	51,158	83.1
24	79	\$722,609,923	\$696,621,642	96.4	12,649	11,364	89.8
25	01	\$707,736,102	\$452,836,840	64.0	25,439	12,705	49.9
26	02	\$668,511,693	\$519,908,304	77.8	26,287	20,915	79.6
27	86	\$577,543,925	\$538,673,117	93.3	5,639	4,268	75.7
28	22	\$561,516,988	\$475,341,504	84.7	30,134	24,129	80.1
29	26	\$501,926,824	\$446,188,566	88.9	2,895	1,085	37.5
30	98	\$452,872,050	\$243,637,885	53.8	26,382	11,015	41.8
31	25	\$404,964,458	\$231,971,396	57.3	55,215	30,158	54.6
32	49	\$354,164,640	\$160,862,088	45.4	23,785	5,722	24.1
33	70	\$313,643,756	\$237,676,020	75.8	19,445	11,230	57.8
34	68	\$293,638,929	\$166,171,901	56.6	38,439	20,798	54.1
35	83	\$239,687,462	\$170,938,296	71.3	21,881	14,121	64.5
36	10	\$212,985,810	\$134,879,066	63.3	11,422	4,852	42.5
37	19	\$212,571,496	\$146,309,691	68.8	13,869	7,014	50.6
38	38	\$204,492,292	\$143,652,191	70.2	8,730	4,356	49.9
39	23	\$201,471,503	\$117,749,597	58.4	36,508	19,070	52.2
40	95	\$196,845,422	\$72,519,976	36.8	13,356	3,480	26.1
41	37	\$189,898,916	\$170,935,709	90.0	3,566	1,873	52.5
42	32	\$184,233,683	\$115,755,670	62.8	10,007	4,272	42.7
43	12	\$154,750,062	\$76,052,766	49.1	14,157	4,445	31.4
44	07	\$147,018,300	\$30,395,618	20.7	24,473	3,475	14.2
45	17	\$142,078,148	\$93,623,055	65.9	9,788	7,979	81.5
46	18	\$132,686,010	\$116,477,496	87.8	4,131	3,484	84.3
47	81	\$131,465,706	\$111,218,668	84.6	2,430	1,996	82.1
48	54	\$131,177,908	\$114,156,545	87.0	5,048	3,356	66.5
49	82	\$131,098,665	\$54,032,557	41.2	11,688	3,238	27.7
50	55	\$125,044,954	\$97,002,874	77.6	5,557	2,491	44.8
51	62	\$123,147,870	\$39,955,611	32.4	22,907	3,323	14.5
52	16	\$121,029,592	\$84,917,453	70.2	5,518	3,628	65.7

TABLE 10 CONTINUED

EDB US
EDB AND TP-5M COMPARISON
HS CHAPTERS RANKED BY DESCENDING TOTAL EDB VALUE

OBS	HS CHAP	TOTAL EDB VALUE	TP-5M VALUE	% OF EDB VALUE	TOTAL # RECORDS	# RECORDS IN HS	% OF TOT # RECORDS
53	89	\$113,581,950	\$67,037,032	59.0	2,109	606	28.7
54	30	\$112,110,813	\$78,738,271	70.2	2,014	694	34.5
55	43	\$105,522,492	\$48,790,000	46.2	4,890	953	19.5
56	59	\$105,143,699	\$75,175,431	71.5	6,248	3,264	52.2
57	34	\$103,774,555	\$64,701,663	62.3	5,916	2,952	49.9
58	21	\$98,525,130	\$57,007,173	57.9	5,738	2,273	39.6
59	15	\$97,513,348	\$64,413,802	66.1	3,756	2,140	57.0
60	33	\$95,867,614	\$50,751,808	52.9	4,712	1,487	31.6
61	97	\$86,639,282	\$21,336,235	24.6	3,616	234	6.5
62	06	\$84,376,840	\$14,029,155	16.6	14,103	2,631	18.7
63	20	\$84,090,221	\$54,892,742	65.3	9,049	5,483	60.6
64	41	\$80,705,128	\$45,397,178	56.3	3,824	1,468	38.4
65	64	\$76,136,289	\$32,562,050	42.8	6,105	2,906	47.6
66	61	\$75,916,185	\$8,949,374	11.8	10,701	1,634	15.3
67	78	\$70,217,996	\$58,234,935	82.9	3,166	2,302	72.7
68	08	\$69,754,886	\$27,120,758	38.9	5,465	1,562	28.6
69	57	\$59,797,400	\$37,644,135	63.0	3,272	1,611	49.2
70	69	\$55,232,650	\$26,714,288	48.4	6,108	1,858	30.4
71	96	\$51,267,284	\$25,655,914	50.0	3,523	1,529	43.4
72	42	\$48,803,414	\$13,645,799	28.0	5,836	1,077	18.5
73	36	\$47,350,898	\$36,056,547	76.1	604	295	48.8
74	93	\$42,827,695	\$22,899,348	53.5	1,266	389	30.7
75	24	\$40,352,587	\$15,658,998	38.8	1,196	230	19.2
76	11	\$39,018,074	\$20,979,274	53.8	4,157	2,091	50.3
77	63	\$37,400,072	\$14,914,312	39.9	4,204	665	15.8
78	04	\$36,379,277	\$8,915,453	24.5	1,736	181	10.4
79	56	\$34,252,364	\$6,239,534	18.2	3,199	688	21.5
80	35	\$29,579,974	\$13,187,862	44.6	1,906	846	44.4
81	09	\$29,372,930	\$6,406,803	21.8	1,553	147	9.5
82	52	\$24,002,562	\$7,655,395	31.9	1,310	255	19.5
83	05	\$21,157,673	\$1,725,517	8.2	2,760	373	13.5
84	53	\$21,131,854	\$5,519,554	26.1	1,731	385	22.2
85	65	\$19,238,221	\$2,022,432	10.5	2,533	324	12.8
86	92	\$15,869,854	\$5,465,190	34.4	707	44	6.2
87	60	\$14,158,627	\$3,417,724	24.1	1,863	724	38.9
88	58	\$13,943,240	\$2,220,140	15.9	2,718	353	13.0
89	51	\$11,653,981	\$4,097,393	35.2	1,145	247	21.6
90	91	\$8,417,955	\$443,562	5.3	1,643	162	9.9
91	80	\$7,567,110	\$6,380,883	84.3	416	308	74.0
92	13	\$4,233,648	\$36,903	0.9	79	4	5.1
93	45	\$2,812,385	\$198,638	7.1	386	31	8.0
94	66	\$1,654,813	.	.	195	.	.
95	50	\$546,845	\$43,377	7.9	219	12	5.5
96	46	\$420,770	\$9,002	2.1	72	2	2.8
97	67	\$352,381	\$5,176	1.5	58	2	3.4
98	14	\$257,251	\$7,436	2.9	21	3	14.3
		*****	*****		*****	*****	
		\$102,389,265,234	\$87,364,766,875		3,266,948	2,068,639	

TABLE 11

14:54 WEDNESDAY, MAY 13, 1992 1

EDB-NON-US AND TP-5M COMPARISON
HS CHAPTERS RANKED BY DESCENDING COVERAGE OF VALUE

OBS	HS CHAP	TOTAL EDB NON-US VALUE	TP-5M VALUE	% OF EDB NON-US VALUE	TOTAL # TRANSACTIONS IN EDB-NON-US	# TRANSACTIONS IN TP-5M	% OF TOT # TRANSACTIONS
1	75	\$1,108,038,192	\$1,103,389,049	99.6	1,378	1,283	93.1
2	27	\$2,273,039,537	\$2,243,104,622	98.7	1,415	1,237	87.4
3	47	\$2,994,555,540	\$2,954,942,905	98.7	3,976	3,739	94.0
4	71	\$2,369,778,868	\$2,324,733,791	98.1	1,380	966	70.0
5	10	\$1,062,452,716	\$1,039,457,516	97.8	1,180	1,064	90.2
6	26	\$2,542,070,365	\$2,480,829,734	97.6	2,197	2,014	91.7
7	31	\$667,130,936	\$646,709,055	96.9	379	339	89.4
8	88	\$1,038,185,485	\$998,022,921	96.1	3,829	2,966	77.5
9	25	\$873,715,258	\$838,349,129	96.0	5,444	5,226	96.0
10	76	\$943,181,644	\$902,629,112	95.7	1,291	848	65.7
11	74	\$499,068,185	\$475,652,752	95.3	820	393	47.9
12	48	\$1,358,623,257	\$1,289,776,104	94.9	6,061	4,609	76.0
13	29	\$750,526,110	\$706,275,015	94.1	1,596	1,295	81.1
14	86	\$105,172,139	\$98,071,218	93.2	387	278	71.8
15	23	\$62,289,406	\$57,978,462	93.1	373	163	43.7
16	72	\$578,417,182	\$535,240,385	92.5	1,406	1,088	77.4
17	12	\$694,469,878	\$639,096,211	92.0	1,652	998	60.4
18	79	\$64,199,046	\$59,069,204	92.0	274	211	77.0
19	37	\$18,946,617	\$17,197,207	90.8	377	202	53.6
20	28	\$211,470,388	\$191,050,128	90.3	2,633	1,936	73.5
21	44	\$2,207,045,387	\$1,973,294,007	89.4	21,623	17,274	79.9
22	81	\$51,142,942	\$45,138,312	88.3	312	213	68.3
23	55	\$108,376,955	\$94,446,882	87.1	1,495	852	57.0
24	04	\$153,586,197	\$133,531,372	86.9	654	433	66.2
25	39	\$472,497,370	\$406,939,627	86.1	5,963	4,033	67.6
26	11	\$108,202,157	\$92,525,745	85.5	970	892	92.0
27	16	\$214,067,702	\$183,041,311	85.5	2,171	1,820	83.8
28	82	\$60,291,544	\$51,256,527	85.0	1,472	941	63.9
29	99	\$11,871,503	\$10,082,785	84.9	8,355	6,543	78.3
30	02	\$177,767,340	\$145,235,840	81.7	4,061	2,906	71.6
31	41	\$220,097,318	\$179,041,282	81.3	1,518	1,211	79.8
32	24	\$46,995,416	\$38,208,405	81.3	489	210	42.9
33	87	\$619,559,938	\$498,310,474	80.4	7,138	4,160	58.3
34	85	\$1,031,759,638	\$827,893,379	80.2	30,729	23,422	76.2
35	08	\$31,608,789	\$24,918,226	78.8	472	337	71.4
36	15	\$95,978,939	\$75,427,205	78.6	255	159	62.4
37	40	\$107,817,469	\$84,406,948	78.3	5,377	3,967	73.8
38	20	\$35,824,518	\$27,894,983	77.9	1,697	1,259	74.2
39	49	\$97,078,465	\$74,510,023	76.8	1,487	709	47.7
40	84	\$2,336,073,873	\$1,776,133,238	76.0	32,490	21,863	67.3
41	07	\$147,133,528	\$108,861,274	74.0	2,043	1,458	71.4
42	98	\$372,676,871	\$267,330,190	71.7	2,931	1,752	59.8
43	03	\$765,403,849	\$525,309,657	68.6	5,966	3,735	62.6
44	05	\$39,227,624	\$26,569,313	67.7	841	432	51.4
45	90	\$368,397,468	\$249,478,167	67.7	9,380	5,183	55.3
46	19	\$11,348,727	\$7,666,930	67.6	573	296	51.7
47	54	\$54,768,125	\$35,277,778	64.4	966	484	50.1
48	43	\$52,380,456	\$33,543,802	64.0	1,106	657	59.4
49	30	\$120,039,149	\$75,836,586	63.2	3,087	1,745	56.5
50	83	\$23,120,761	\$14,314,603	61.9	1,150	482	41.9
51	70	\$30,186,149	\$18,677,720	61.9	705	360	51.1
52	78	\$21,398,179	\$12,766,103	59.7	88	41	46.6

TABLE 11 CONTINUED

EDB-NON-US AND TP-5M COMPARISON
HS CHAPTERS RANKED BY DESCENDING COVERAGE OF VALUE

OBS	HS CHAP	TOTAL EDB NON-US VALUE	TP-5M VALUE	% OF EDB NON-US VALUE	TOTAL # TRANSACTIONS IN EDB-NON-US	# TRANSACTIONS IN TP-5M	% OF TOT # TRANSACTIONS
53	59	\$52,575,104	\$31,159,831	59.3	1,210	560	46.3
54	38	\$49,500,479	\$29,270,376	59.1	717	378	52.7
55	73	\$129,915,726	\$76,770,024	59.1	4,632	3,387	73.1
56	93	\$14,503,847	\$8,493,973	58.6	236	16	6.8
57	22	\$35,549,335	\$20,692,861	58.2	946	471	49.8
58	35	\$10,737,912	\$5,994,020	55.8	140	54	38.6
59	56	\$4,864,603	\$2,538,281	52.2	90	11	12.2
60	32	\$13,876,326	\$6,921,570	49.9	538	286	53.2
61	52	\$7,279,734	\$2,879,528	39.6	304	127	41.8
62	95	\$39,664,198	\$13,874,056	35.0	1,525	632	41.4
63	65	\$1,084,347	\$247,569	22.8	107	41	38.3
64	89	\$15,568,185	\$3,373,822	21.7	119	68	57.1
65	33	\$14,866,672	\$2,919,025	19.6	410	29	7.1
66	57	\$12,422,947	\$2,053,445	16.5	254	19	7.5
67	96	\$6,526,484	\$1,071,789	16.4	500	192	38.4
68	45	\$143,429	\$22,844	15.9	17	13	76.5
69	01	\$23,497,917	\$3,614,550	15.4	131	5	3.8
70	68	\$8,601,217	\$1,186,951	13.8	413	199	48.2
71	91	\$5,597,203	\$733,944	13.1	276	44	15.9
72	42	\$1,987,284	\$233,570	11.8	266	78	29.3
73	97	\$34,278,745	\$3,540,966	10.3	175	10	5.7
74	34	\$8,950,455	\$912,284	10.2	287	47	16.4
75	21	\$10,369,192	\$962,238	9.3	636	57	9.0
76	62	\$8,673,864	\$522,752	6.0	773	94	12.2
77	06	\$800,316	\$33,807	4.2	62	5	8.1
78	94	\$48,356,933	\$1,974,141	4.1	1,142	241	21.1
79	61	\$3,668,411	\$143,698	3.9	380	51	13.4
80	51	\$544,574	\$15,322	2.8	42	1	2.4
81	69	\$7,957,775	\$192,552	2.4	301	2	0.7
82	63	\$10,440,756	\$236,877	2.3	510	16	3.1
83	18	\$1,512,314	\$26,731	1.8	42	1	2.4
84	64	\$4,863,251	\$53,080	1.1	161	10	6.2
85	36	\$2,870,348	\$22,446	0.8	72	6	8.3
86	58	\$2,737,605	\$8,539	0.3	110	2	1.8
87	92	\$2,542,831	\$488	0.0	81	1	1.2
88	17	\$8,480,692	\$600	0.0	258	1	0.4
89	09	\$70,898	.	.	17	.	.
90	13	\$704,722	.	.	30	.	.
91	14	\$10,600	.	.	1	.	.
92	46	\$25,000	.	.	1	.	.
93	50	\$501,453	.	.	19	.	.
94	53	\$483,196	.	.	29	.	.
95	60	\$917,875	.	.	31	.	.
96	66	\$7,112	.	.	5	.	.
97	67	\$113,481	.	.	2	.	.
98	80	\$787,301	.	.	9	.	.
		=====	=====		=====	=====	
		\$31,018,487,744	\$27,942,141,764		213,619	147,839	

TABLE 12

14:57 WEDNESDAY, MAY 13, 1992 1

EDB-NON-US AND TP-5M COMPARISON
HS CHAPTERS RANKED BY DESCENDING TP-5M VALUE

JBS	HS CHAP	TOTAL EDB NON-US VALUE	TP-5M VALUE	% OF EDB NON-US VALUE	TOTAL # TRANSACTIONS IN EDB-NON-US	# TRANSACTIONS IN TP-5M	% OF TOT # TRANSACTIONS
1	47	\$2,994,555,540	\$2,954,942,905	98.7	3,976	3,739	94.0
2	26	\$2,542,070,365	\$2,480,829,734	97.6	2,197	2,014	91.7
3	71	\$2,369,778,868	\$2,324,733,791	98.1	1,380	966	70.0
4	27	\$2,273,039,537	\$2,243,104,622	98.7	1,415	1,237	87.4
5	44	\$2,207,045,387	\$1,973,294,007	89.4	21,623	17,274	79.9
6	84	\$2,336,073,873	\$1,776,133,238	76.0	32,490	21,863	67.3
7	48	\$1,358,623,257	\$1,289,776,104	94.9	6,061	4,609	76.0
8	75	\$1,108,038,192	\$1,103,389,049	99.6	1,378	1,283	93.1
9	10	\$1,062,452,716	\$1,039,457,516	97.8	1,180	1,064	90.2
10	88	\$1,038,185,485	\$998,022,921	96.1	3,829	2,966	77.5
11	76	\$943,181,644	\$902,629,112	95.7	1,291	848	65.7
12	25	\$873,715,258	\$838,349,129	96.0	5,444	5,226	96.0
13	85	\$1,031,759,638	\$827,893,379	80.2	30,729	23,422	76.2
14	29	\$750,526,110	\$706,275,015	94.1	1,596	1,295	81.1
15	31	\$667,130,936	\$646,709,055	96.9	379	339	89.4
16	12	\$694,469,878	\$639,096,211	92.0	1,652	998	60.4
17	72	\$578,417,182	\$535,240,385	92.5	1,406	1,088	77.4
18	03	\$765,403,849	\$525,309,657	68.6	5,966	3,735	62.6
19	87	\$619,559,938	\$498,310,474	80.4	7,138	4,160	58.3
20	74	\$499,068,185	\$475,652,752	95.3	820	393	47.9
21	39	\$472,497,370	\$406,939,627	86.1	5,963	4,033	67.6
22	98	\$372,676,871	\$267,330,190	71.7	2,931	1,752	59.8
23	90	\$368,397,468	\$249,478,167	67.7	9,380	5,183	55.3
24	28	\$211,470,388	\$191,050,128	90.3	2,633	1,936	73.5
25	16	\$214,067,702	\$183,041,311	85.5	2,171	1,820	83.8
26	41	\$220,097,318	\$179,041,282	81.3	1,518	1,211	79.8
27	02	\$177,767,340	\$145,235,840	81.7	4,061	2,906	71.6
28	04	\$153,586,197	\$133,531,372	86.9	654	433	66.2
29	07	\$147,133,528	\$108,861,274	74.0	2,043	1,458	71.4
30	86	\$105,172,139	\$98,071,218	93.2	387	278	71.8
31	55	\$108,376,955	\$94,446,882	87.1	1,495	852	57.0
32	11	\$108,202,157	\$92,525,745	85.5	970	892	92.0
33	40	\$107,817,469	\$84,406,948	78.3	5,377	3,967	73.8
34	73	\$129,915,726	\$76,770,024	59.1	4,632	3,387	73.1
35	30	\$120,039,149	\$75,836,586	63.2	3,087	1,745	56.5
36	15	\$95,978,939	\$75,427,205	78.6	255	159	62.4
37	49	\$97,078,465	\$74,510,023	76.8	1,487	709	47.7
38	79	\$64,199,046	\$59,069,204	92.0	274	211	77.0
39	23	\$62,289,406	\$57,978,462	93.1	373	163	43.7
40	82	\$60,291,544	\$51,256,527	85.0	1,472	941	63.9
41	81	\$51,142,942	\$45,138,312	88.3	312	213	68.3
42	24	\$46,995,416	\$38,208,405	81.3	489	210	42.9
43	54	\$54,768,125	\$35,277,778	64.4	966	484	50.1
44	43	\$52,380,456	\$33,543,802	64.0	1,106	657	59.4
45	59	\$52,575,104	\$31,159,831	59.3	1,210	560	46.3
46	38	\$49,500,479	\$29,270,376	59.1	717	378	52.7
47	20	\$35,824,518	\$27,894,983	77.9	1,697	1,259	74.2
48	05	\$39,227,624	\$26,569,313	67.7	841	432	51.4
49	08	\$31,608,789	\$24,918,226	78.8	472	337	71.4
50	22	\$35,549,335	\$20,692,861	58.2	946	471	49.8
51	70	\$30,186,149	\$18,677,720	61.9	705	360	51.1
52	37	\$18,946,617	\$17,197,207	90.8	377	202	53.6

TABLE 12 CONTINUED

EDB-NON-US AND TP-5M COMPARISON
HS CHAPTERS RANKED BY DESCENDING TP-5M VALUE

OBS	HS CHAP	TOTAL EDB NON-US VALUE	TP-5M VALUE	% OF EDB NON-US VALUE	TOTAL # TRANSACTIONS IN EDB-NON-US	# TRANSACTIONS IN TP-5M	% OF TOT # TRANSACTIONS
53	83	\$23,120,761	\$14,314,603	61.9	1,150	482	41.9
54	95	\$39,664,198	\$13,874,056	35.0	1,525	632	41.4
55	78	\$21,398,179	\$12,766,103	59.7	88	41	46.6
56	99	\$11,871,503	\$10,082,785	84.9	8,355	6,543	78.3
57	93	\$14,503,847	\$8,493,973	58.6	236	16	6.8
58	19	\$11,348,727	\$7,666,930	67.6	573	296	51.7
59	32	\$13,876,326	\$6,921,570	49.9	538	286	53.2
60	35	\$10,737,912	\$5,994,020	55.8	140	54	38.6
61	01	\$23,497,917	\$3,614,550	15.4	131	5	3.8
62	97	\$34,278,745	\$3,540,966	10.3	175	10	5.7
63	89	\$15,568,185	\$3,373,822	21.7	119	68	57.1
64	33	\$14,866,672	\$2,919,025	19.6	410	29	7.1
65	52	\$7,279,734	\$2,879,528	39.6	304	127	41.8
66	56	\$4,864,603	\$2,538,281	52.2	90	11	12.2
67	57	\$12,422,947	\$2,053,445	16.5	254	19	7.5
68	94	\$48,356,933	\$1,974,141	4.1	1,142	241	21.1
69	68	\$8,601,217	\$1,186,951	13.8	413	199	48.2
70	96	\$6,526,484	\$1,071,789	16.4	500	192	38.4
71	21	\$10,369,192	\$962,238	9.3	636	57	9.0
72	34	\$8,950,455	\$912,284	10.2	287	47	16.4
73	91	\$5,597,203	\$733,944	13.1	276	44	15.9
74	62	\$8,673,864	\$522,752	6.0	773	94	12.2
75	65	\$1,084,347	\$247,569	22.8	107	41	38.3
76	63	\$10,440,756	\$236,877	2.3	510	16	3.1
77	42	\$1,987,284	\$233,570	11.8	266	78	29.3
78	69	\$7,957,775	\$192,552	2.4	301	2	0.7
79	61	\$3,668,411	\$143,698	3.9	380	51	13.4
80	64	\$4,863,251	\$53,080	1.1	161	10	6.2
81	06	\$800,316	\$33,807	4.2	62	5	8.1
82	18	\$1,512,314	\$26,731	1.8	42	1	2.4
83	45	\$143,429	\$22,844	15.9	17	13	76.5
84	36	\$2,870,348	\$22,446	0.8	72	6	8.3
85	51	\$544,574	\$15,322	2.8	42	1	2.4
86	58	\$2,737,605	\$8,539	0.3	110	2	1.8
87	17	\$8,480,692	\$600	0.0	258	1	0.4
88	92	\$2,542,831	\$488	0.0	81	1	1.2
89	09	\$70,898	.	.	17	.	.
90	13	\$704,722	.	.	30	.	.
91	14	\$10,600	.	.	1	.	.
92	46	\$25,000	.	.	1	.	.
93	50	\$501,453	.	.	19	.	.
94	53	\$483,196	.	.	29	.	.
95	60	\$917,875	.	.	31	.	.
96	66	\$7,112	.	.	5	.	.
97	67	\$113,481	.	.	2	.	.
98	80	\$787,301	.	.	9	.	.
		*****	*****		*****	*****	
		\$31,018,487,744	\$27,942,141,764		213,619	147,839	

TABLE 13

15:00 WEDNESDAY, MAY 13, 1992 1

EDB-NON-US AND TP-5M COMPARISON
HS CHAPTERS RANKED BY DESCENDING TOTAL EDB-NON-US VALUE

OBS	HS CHAP	TOTAL EDB NON-US VALUE	TP-5M VALUE	% OF EDB NON-US VALUE	TOTAL # TRANSACTIONS IN EDB-NON-US	# TRANSACTIONS IN TP-5M	% OF TOT # TRANSACTIONS
1	47	\$2,994,555,540	\$2,954,942,905	98.7	3,976	3,739	94.0
2	26	\$2,542,070,365	\$2,480,829,734	97.6	2,197	2,014	91.7
3	71	\$2,369,778,868	\$2,324,733,791	98.1	1,380	966	70.0
4	84	\$2,336,073,873	\$1,776,133,238	76.0	32,490	21,863	67.3
5	27	\$2,273,039,537	\$2,243,104,622	98.7	1,415	1,237	87.4
6	44	\$2,207,045,387	\$1,973,294,007	89.4	21,623	17,274	79.9
7	48	\$1,358,623,257	\$1,289,776,104	94.9	6,061	4,609	76.0
8	75	\$1,108,038,192	\$1,103,389,049	99.6	1,378	1,283	93.1
9	10	\$1,062,452,716	\$1,039,457,516	97.8	1,180	1,064	90.2
10	88	\$1,038,185,485	\$998,022,921	96.1	3,829	2,966	77.5
11	85	\$1,031,759,638	\$827,893,379	80.2	30,729	23,422	76.2
12	76	\$943,181,644	\$902,629,112	95.7	1,291	848	65.7
13	25	\$873,715,258	\$838,349,129	96.0	5,444	5,226	96.0
14	03	\$765,403,849	\$525,309,657	68.6	5,966	3,735	62.6
15	29	\$750,526,110	\$706,275,015	94.1	1,596	1,295	81.1
16	12	\$694,469,878	\$639,096,211	92.0	1,652	998	60.4
17	31	\$667,130,936	\$646,709,055	96.9	379	339	89.4
18	87	\$619,559,938	\$498,310,474	80.4	7,138	4,160	58.3
19	72	\$578,417,182	\$535,240,385	92.5	1,406	1,088	77.4
20	74	\$499,068,185	\$475,652,752	95.3	820	393	47.9
21	39	\$472,497,370	\$406,939,627	86.1	5,963	4,033	67.6
22	98	\$372,676,871	\$267,330,190	71.7	2,931	1,752	59.8
23	90	\$368,397,468	\$249,478,167	67.7	9,380	5,183	55.3
24	41	\$220,097,318	\$179,041,282	81.3	1,518	1,211	79.8
25	16	\$214,067,702	\$183,041,311	85.5	2,171	1,820	83.8
26	28	\$211,470,388	\$191,050,128	90.3	2,633	1,936	73.5
27	02	\$177,767,340	\$145,235,840	81.7	4,061	2,906	71.6
28	04	\$153,586,197	\$133,531,372	86.9	654	433	66.2
29	07	\$147,133,528	\$108,861,274	74.0	2,043	1,458	71.4
30	73	\$129,915,726	\$76,770,024	59.1	4,632	3,387	73.1
31	30	\$120,039,149	\$75,836,586	63.2	3,087	1,745	56.5
32	55	\$108,376,955	\$94,446,882	87.1	1,495	852	57.0
33	11	\$108,202,157	\$92,525,745	85.5	970	892	92.0
34	40	\$107,817,469	\$84,406,948	78.3	5,377	3,967	73.8
35	86	\$105,172,139	\$98,071,218	93.2	387	278	71.8
36	49	\$97,078,465	\$74,510,023	76.8	1,487	709	47.7
37	15	\$95,978,939	\$75,427,205	78.6	255	159	62.4
38	79	\$64,199,046	\$59,069,204	92.0	274	211	77.0
39	23	\$62,289,406	\$57,978,462	93.1	373	163	43.7
40	82	\$60,291,544	\$51,256,527	85.0	1,472	941	63.9
41	54	\$54,768,125	\$35,277,778	64.4	966	484	50.1
42	59	\$52,575,104	\$31,159,831	59.3	1,210	560	46.3
43	43	\$52,380,456	\$33,543,802	64.0	1,106	657	59.4
44	81	\$51,142,942	\$45,138,312	88.3	312	213	68.3
45	38	\$49,500,479	\$29,270,376	59.1	717	378	52.7
46	94	\$48,356,933	\$1,974,141	4.1	1,142	241	21.1
47	24	\$46,995,416	\$38,208,405	81.3	489	210	42.9
48	95	\$39,664,198	\$13,874,056	35.0	1,525	632	41.4
49	05	\$39,227,624	\$26,569,313	67.7	841	432	51.4
50	20	\$35,824,518	\$27,894,983	77.9	1,697	1,259	74.2
51	22	\$35,549,335	\$20,692,861	58.2	946	471	49.8
52	97	\$34,278,745	\$3,540,966	10.3	175	10	5.7

TABLE 13 CONTINUED

15:00 WEDNESDAY, MAY 13, 1992 2

EDB-NON-US AND TP-5M COMPARISON
HS CHAPTERS RANKED BY DESCENDING TOTAL EDB-NON-US VALUE

OBS	HS CHAP	TOTAL EDB NON-US VALUE	TP-5M VALUE	% OF EDB NON-US VALUE	TOTAL # TRANSACTIONS IN EDB-NON-US	# TRANSACTIONS IN TP-5M	% OF TOT # TRANSACTIONS
53	08	\$31,608,789	\$24,918,226	78.8	472	337	71.4
54	70	\$30,186,149	\$18,677,720	61.9	705	360	51.1
55	01	\$23,497,917	\$3,614,550	15.4	131	5	3.8
56	83	\$23,120,761	\$14,314,603	61.9	1,150	482	41.9
57	78	\$21,398,179	\$12,766,103	59.7	88	41	46.6
58	37	\$18,946,617	\$17,197,207	90.8	377	202	53.6
59	89	\$15,568,185	\$3,373,822	21.7	119	68	57.1
60	33	\$14,866,672	\$2,919,025	19.6	410	29	7.1
61	93	\$14,503,847	\$8,493,973	58.6	236	16	6.8
62	32	\$13,876,326	\$6,921,570	49.9	538	286	53.2
63	57	\$12,422,947	\$2,053,445	16.5	254	19	7.5
64	99	\$11,871,503	\$10,082,785	84.9	8,355	6,543	78.3
65	19	\$11,348,727	\$7,666,930	67.6	573	296	51.7
66	35	\$10,737,912	\$5,994,020	55.8	140	54	38.6
67	63	\$10,440,756	\$236,877	2.3	510	16	3.1
68	21	\$10,369,192	\$962,238	9.3	636	57	9.0
69	34	\$8,950,455	\$912,284	10.2	287	47	16.4
70	62	\$8,673,864	\$522,752	6.0	773	94	12.2
71	68	\$8,601,217	\$1,186,951	13.8	413	199	48.2
72	17	\$8,480,692	\$600	0.0	258	1	0.4
73	69	\$7,957,775	\$192,552	2.4	301	2	0.7
74	52	\$7,279,734	\$2,879,528	39.6	304	127	41.8
75	96	\$6,526,484	\$1,071,789	16.4	500	192	38.4
76	91	\$5,597,203	\$733,944	13.1	276	44	15.9
77	56	\$4,864,603	\$2,538,281	52.2	90	11	12.2
78	64	\$4,863,251	\$53,080	1.1	161	10	6.2
79	61	\$3,668,411	\$143,698	3.9	380	51	13.4
80	36	\$2,870,348	\$22,446	0.8	72	6	8.3
81	58	\$2,737,605	\$8,539	0.3	110	2	1.8
82	92	\$2,542,831	\$488	0.0	81	1	1.2
83	42	\$1,987,284	\$233,570	11.8	266	78	29.3
84	18	\$1,512,314	\$26,731	1.8	42	1	2.4
85	65	\$1,084,347	\$247,569	22.8	107	41	38.3
86	60	\$917,875	.	.	31	.	.
87	06	\$800,316	\$33,807	4.2	62	5	8.1
88	80	\$787,301	.	.	9	.	.
89	13	\$704,722	.	.	30	.	.
90	51	\$544,574	\$15,322	2.8	42	1	2.4
91	50	\$501,453	.	.	19	.	.
92	53	\$483,196	.	.	29	.	.
93	45	\$143,429	\$22,844	15.9	17	13	76.5
94	67	\$113,481	.	.	2	.	.
95	09	\$70,898	.	.	17	.	.
96	46	\$25,000	.	.	1	.	.
97	14	\$10,600	.	.	1	.	.
98	66	\$7,112	.	.	5	.	.
		***** \$31,018,487,744	***** \$27,942,141,764		***** 213,619	***** 147,839	

TABLE 14: EXPORTER DATABASE (EDB) US - TOP TEN CHAPTERS MOST AFFECTED BY
LOST COMMODITIES IN TERMS OF VALUE IN EACH TARGET POPULATION

Target Population - 1 Million (TP - 1M)

Commodities lost (Chapter Level)	# HS6 in EDB-US Chapter (1)	# HS6 Chapter Lost (2)	Value of EDB-US Chapter (3)	Value of HS6 lost (4)	% of lost # HS6 (2)/(1)	% of lost HS6 Value (4)/(3)	Lost HS6 as % of Total Exports (4)/(102.48)
1 84 Machinery & Mech.Appliances,parts thereof	487	32	\$8,956,390,228	\$4,790,965	6.6%	0.05%	0.005%
2 20 Preparations of vegetables,fruits etc.	38	13	\$84,090,221	\$4,548,952	34.2%	5.41%	0.004%
3 12 Oil seeds	31	8	\$154,750,062	\$2,784,086	25.8%	1.80%	0.003%
4 29 Organic chemicals	213	42	\$912,892,180	\$2,709,802	19.7%	0.30%	0.003%
5 85 Electrical machinery and equipment, etc.	262	15	\$5,459,228,145	\$2,613,594	5.7%	0.05%	0.003%
6 02 Meat & edible meat offal	41	11	\$668,511,693	\$2,608,079	26.8%	0.39%	0.003%
7 90 Optical, photographic, cinematographic et	152	14	\$804,214,533	\$2,488,281	9.2%	0.31%	0.002%
8 26 Ores, slag and ash	24	3	\$501,926,824	\$2,388,808	12.5%	0.48%	0.002%
9 87 Vehicles, parts and accessories	75	10	\$28,108,864,121	\$2,203,199	13.3%	0.01%	0.002%
10 69 Ceramic products	27	4	\$55,232,650	\$1,788,673	14.8%	3.24%	0.002%
Sub Total of Top 10	1,350	152	\$45,706,100,657	\$28,924,439	11.3%	0.06%	0.028%

Target Population - 5 Million (TP - 5M)

Commodities lost (Chapter Level)	# HS6 in EDB-US Chapter (1)	# HS6 Chapter Lost (2)	Value of EDB-US Chapter (3)	Value of HS6 lost (4)	% of lost # HS6 (2)/(1)	% of lost HS6 Value (4)/(3)	Lost HS6 as % of Total Exports (4)/(102.48)
1 84 Machinery & Mech.Appliances,parts thereof	487	86	\$8,956,390,228	\$48,714,854	17.7%	0.54%	0.048%
2 25 Salt; Sulphur; Earths and stone etc.	65	33	\$404,964,458	\$38,862,779	50.8%	9.60%	0.038%
3 04 Dairy produce;birds'eggs;honey etc.	16	15	\$36,379,277	\$22,184,404	93.8%	60.98%	0.022%
4 29 Organic chemicals	213	92	\$912,892,180	\$20,750,169	43.2%	2.27%	0.020%
5 03 Fish	80	26	\$1,272,105,729	\$20,302,649	32.5%	1.60%	0.020%
6 28 Inorganic chemicals etc.	148	52	\$1,269,589,000	\$18,956,082	35.1%	1.49%	0.019%
7 68 Art. of stone, cement, asbestos	52	23	\$293,638,929	\$16,877,413	44.2%	5.75%	0.016%
8 08 Edible fruit and nuts etc.	38	31	\$69,754,886	\$16,370,600	81.6%	23.47%	0.016%
9 39 Plastics and articles thereof	122	19	\$1,782,648,732	\$15,931,189	15.6%	0.89%	0.016%
10 20 Preparations of vegetables, fruits etc.	38	25	\$84,090,221	\$15,476,266	65.8%	18.40%	0.015%
Sub Total of Top 10	1,259	402	\$15,082,453,640	\$234,426,405	31.9%	1.55%	0.229%

Target Population - 10 Million (TP - 10M)

Commodities lost (Chapter Level)	# HS6 in EDB-US Chapter (1)	# HS6 Chapter Lost (2)	Value of EDB-US Chapter (3)	Value of HS6 lost (4)	% of lost # HS6 (2)/(1)	% of lost HS6 Value (4)/(3)	Lost HS6 as % of Total Exports (4)/(102.48)
1 84 Machinery & Mech.Appliances,parts thereof	487	138	\$8,956,390,228	\$159,302,757	28.3%	1.78%	0.156%
2 73 Articles of iron or steel	116	33	\$1,450,816,431	\$82,500,749	28.4%	5.69%	0.081%
3 25 Salt; Sulphur; Earths and stone etc.	65	39	\$404,964,458	\$57,096,123	60.0%	14.10%	0.056%
4 29 Organic chemicals	213	131	\$912,892,180	\$55,900,309	61.5%	6.12%	0.055%
5 68 Art. of stone, cement, asbestos	52	25	\$293,638,929	\$51,762,672	48.1%	17.63%	0.051%
6 39 Plastics and articles thereof	122	28	\$1,782,648,732	\$44,437,784	23.0%	2.49%	0.043%
7 89 Ships,boats and floating structures	12	8	\$113,581,950	\$38,721,393	66.7%	34.09%	0.038%
8 28 Inorganic chemicals etc.	148	69	\$1,269,589,000	\$38,220,904	46.6%	3.01%	0.037%
9 87 Vehicles, parts and accessories	75	21	\$28,108,864,121	\$38,219,393	28.0%	0.14%	0.037%
10 17 Sugars and sugar confectionery	15	7	\$142,078,148	\$37,045,538	46.7%	26.07%	0.036%
Sub Total of Top 10	1,305	499	\$43,435,464,177	\$603,207,622	38.2%	1.39%	0.589%

TABLE 15: EXPORTER DATABASE (EDB) NON-US - TEN TOP CHAPTERS MOST AFFECTED BY
LOST COMMODITIES IN TERMS OF VALUE IN EACH TARGET POPULATION

Target Population - 1 Million (TP - 1M)

Commodities lost (Chapter Level)	# HS6 in EDB-Non-US Chapter (1)	# HS6 Chapter Lost (2)	Value of EDB-Non-US Chapter (3)	Value of HS6 lost (4)	% of lost # HS6 (2)/(1)	% of lost HS6 Value (4)/(3)	Lost HS6 % of Total Exports (4)/(31.0)
1 84 Machinery & Mech.Appliances,parts thereof	383	72	\$2,336,073,873	\$15,400,828	18.8%	0.66%	0.050%
2 85 Electrical machinery and equipment, etc.	234	25	\$1,031,759,638	\$4,548,865	10.7%	0.44%	0.015%
3 28 Inorganic chemicals etc.	63	22	\$211,470,388	\$3,132,588	34.9%	1.48%	0.010%
4 39 Plastics and articles thereof	96	21	\$472,497,370	\$2,838,466	21.9%	0.60%	0.009%
5 54 Man-made filaments	39	10	\$54,768,125	\$2,747,390	25.6%	5.02%	0.009%
6 62 Apparel & clothing access., not knitted	95	61	\$8,673,864	\$2,723,742	64.2%	31.40%	0.009%
7 87 Vehicles, parts and accessories	65	8	\$619,559,938	\$2,688,836	12.3%	0.43%	0.009%
8 91 Clocks and watches and parts thereof	23	12	\$5,597,203	\$2,464,611	52.2%	44.03%	0.008%
9 90 Optical, photographic, cinematographic etc.	139	22	\$368,397,468	\$2,309,586	15.8%	0.63%	0.007%
10 61 Apparel & clothing access., knitted	56	39	\$3,668,411	\$2,245,965	69.6%	61.22%	0.007%
Sub Total of Top 10	1,193	292	\$5,112,466,278	\$41,100,877	24.5%	0.80%	0.133%

Target Population - 5 Million (TP - 5M)

Commodities lost (Chapter Level)	# HS6 in EDB-Non-US Chapter (1)	# HS6 Chapter Lost (2)	Value of EDB-Non-US Chapter (3)	Value of HS6 lost (4)	% of lost # HS6 (2)/(1)	% of lost HS6 Value (4)/(3)	Lost HS6 % of Total Exports (4)/(31.0)
1 84 Machinery & Mech.Appliances,parts thereof	383	160	\$2,336,073,873	\$85,574,076	41.8%	3.66%	0.276%
2 12 Oil seeds	20	6	\$694,469,878	\$21,597,855	30.0%	3.11%	0.070%
3 26 Ores, slag and ash	22	8	\$2,542,070,365	\$19,537,795	36.4%	0.77%	0.063%
4 29 Organic chemicals	102	60	\$750,526,110	\$17,408,959	58.8%	2.32%	0.056%
5 74 Copper and articles thereof	40	22	\$499,068,185	\$15,309,421	55.0%	3.07%	0.049%
6 87 Vehicles, parts and accessories	65	20	\$619,559,938	\$15,147,480	30.8%	2.44%	0.049%
7 39 Plastics and articles thereof	96	48	\$472,497,370	\$12,469,896	50.0%	2.64%	0.040%
8 89 Ships,boats and floating structures	8	4	\$15,568,185	\$10,881,813	50.0%	69.90%	0.035%
9 54 Man-made filaments	39	23	\$54,768,125	\$10,620,541	59.0%	19.39%	0.034%
10 85 Electrical machinery and equipment, etc.	234	39	\$1,031,759,638	\$10,282,950	16.7%	1.00%	0.033%
Sub Total of Top 10	1,009	390	\$9,016,361,667	\$218,830,786	38.7%	2.43%	0.705%

Target Population - 10 Million (TP - 10M)

Commodities lost (Chapter Level)	# HS6 in EDB-Non-US Chapter (1)	# HS6 Chapter Lost (2)	Value of EDB-Non-US Chapter (3)	Value of HS6 lost (4)	% of lost # HS6 (2)/(1)	% of lost HS6 Value (4)/(3)	Lost HS6 % of Total Exports (4)/(31.0)
1 84 Machinery & Mech.Appliances, parts thereof	383	181	\$2,336,073,873	\$137,812,973	47.3%	5.90%	0.444%
2 72 Iron and steel	103	41	\$578,417,182	\$40,650,145	39.8%	7.03%	0.131%
3 87 Vehicles, parts and accessories	65	31	\$619,559,938	\$35,852,102	47.7%	5.79%	0.116%
4 95 Toys, games and sports requisites, etc.	32	28	\$39,664,198	\$35,654,617	87.5%	89.89%	0.115%
5 90 Optical, photographic, cinematographic etc.	139	58	\$368,397,468	\$32,114,864	41.7%	8.72%	0.104%
6 29 Organic chemicals	102	66	\$750,526,110	\$27,416,730	64.7%	3.65%	0.088%
7 74 Copper and articles thereof	40	25	\$499,068,185	\$26,520,727	62.5%	5.31%	0.085%
8 48 Paper and paperboard, etc	75	40	\$1,358,623,257	\$25,565,728	53.3%	1.88%	0.082%
9 12 Oil seeds	20	9	\$694,469,878	\$22,402,173	45.0%	3.23%	0.072%
10 54 Man-made filaments	39	32	\$54,768,125	\$20,775,245	82.1%	37.93%	0.067%
Sub Total of Top 10	998	511	\$7,299,568,214	\$404,765,304	51.2%	5.55%	1.305%

TABLE 16
THE 1990 IMPORTING COMMUNITY BY SIC-C
SECTORAL ANALYSIS

SECTOR	VALUE				TRANS	
	IMPORTERS	% IMP	SUM	% SUM	SUM	% SUM
SECTOR A-FOOD, BEVERAGE & TOBACCO	2,960	6.1	6,794,928,191	5.4	721,997	7.4
SECTOR B-WOOD & PAPER	2,406	3.7	3,201,079,263	2.6	261,047	2.7
SECTOR C-ENERGY	686	1.1	6,041,455,059	4.8	56,074	0.6
SECTOR D-CHEMICALS	3,988	6.1	9,147,261,692	7.3	780,469	8.0
SECTOR E-METALLIC MINERALS	4,344	6.7	7,968,718,670	6.4	602,040	6.2
SECTOR F-MACH & EQUIP (EXCEPT ELECT.)	7,372	11.6	10,237,146,169	8.2	1,436,893	14.8
SECTOR G-TRANSPORT EQUIPMENT	9,318	8.2	42,367,658,384	33.8	2,730,734	28.1
SECTOR H-ELECTRICAL PRODUCTS	4,237	6.5	15,461,152,873	12.3	1,078,002	11.1
SECTOR I-CONSTRUCTION	4,750	7.3	3,778,374,467	3.0	202,097	2.1
SECTOR J-TRANSP. SERVICES	1,420	2.2	1,890,277,809	1.5	94,293	1.0
SECTOR K-COMMUNICATIONS	2,358	3.6	1,323,837,583	1.1	104,838	1.1
SECTOR L-FINANCE & INS	1,146	1.8	2,190,860,128	1.7	177,963	1.8
SECTOR M-GEN SERVICES TO BUS	2,548	3.9	701,201,424	0.6	70,797	0.7
SECTOR N-GOV SERVICE	723	1.1	4,310,646,260	3.4	160,216	1.7
SECTOR O-EDU, HEALTH & SOC SERV.	1,719	2.6	297,337,150	0.2	42,185	0.4
SECTOR P-ACCOM, REST & REC SERV.	1,901	3.0	476,344,113	0.4	35,525	0.4
SECTOR Q-FOOD RETAILING	364	0.9	360,672,173	0.3	83,700	0.9
SECTOR R-CONSUMER G & S	13,402	23.7	8,767,811,447	7.0	1,062,260	10.9
ALL	63,219	100.0	125,317,202,859	100.0	9,701,132	100.0

TABLE 17: DETAILED VALUE RANGES

Value Ranges	1980		1981		1982		1983		1984		1985	
	# Importers	Value \$	# Importers	Value \$	# Importers	Value \$	# Importers	Value \$	# Importers	Value \$	# Importers	Value \$
1. Less Than \$1,200	12,550	559,341,108	13,432	630,033,307	14,982	492,976,413	16,262	602,010,534	13,060	617,484,107	14,836	769,403,148
2. \$1,200 - \$9,999	59,167	2,529,178,752	62,290	2,831,033,020	53,375	2,211,188,537	59,914	2,684,352,913	59,678	2,756,926,716	68,179	3,414,001,535
3. \$10,000 - \$49,999	36,675	1,520,653,704	37,752	1,633,001,469	30,524	1,305,386,360	33,249	1,495,214,162	33,427	1,525,700,141	36,785	1,782,720,837
4. \$50,000 - \$99,999	10,824	757,624,222	11,523	804,710,649	9,775	686,939,290	10,554	738,739,217	10,727	754,415,607	11,519	808,455,613
5. \$100,000 - \$499,999	16,072	3,067,399,545	16,916	3,217,334,837	15,081	2,953,292,897	16,108	3,087,565,493	16,689	3,221,259,972	18,055	3,372,100,265
6. \$500,000 - \$999,999	4,099	2,383,811,307	4,484	2,616,366,010	4,038	2,420,965,117	4,300	2,511,929,283	4,678	2,772,387,556	5,066	2,929,162,182
7. \$1,000,000 - \$1,999,999	2,847	3,407,440,262	3,033	3,602,313,260	2,666	3,220,901,297	3,046	3,665,052,034	3,194	3,862,554,337	3,558	4,222,372,464
8. \$2,000,000 - \$4,999,999	2,150	5,440,814,227	2,454	6,251,817,827	2,241	5,912,276,598	2,373	6,084,924,061	2,765	7,276,223,356	3,018	7,730,019,848
9. \$5,000,000 - \$9,999,999	878	4,927,799,296	1,005	5,683,164,468	863	5,061,414,117	947	5,406,600,962	1,132	6,671,840,479	1,218	6,927,266,794
10. \$10,000,000 - \$49,999,999	800	11,987,335,433	881	13,580,047,067	730	11,800,499,596	823	12,750,208,036	998	16,043,766,675	1,088	17,166,458,264
11. \$50,000,000 - \$100,000,000	109	5,320,238,941	108	4,919,641,827	89	4,329,035,346	111	5,327,809,249	125	6,196,103,922	132	6,051,972,552
12. \$100,000,000 - \$999,999,999	66	11,852,404,199	84	15,068,636,604	71	12,466,021,397	79	14,847,879,258	96	20,686,493,682	107	21,001,296,318
13. One billion or more	8	19,132,923,918	9	19,834,928,079	7	16,560,898,727	5	17,792,122,711	5	24,314,312,452	6	29,804,964,016
TOTAL	146,245	72,886,964,913	153,973	80,673,028,424	134,439	69,421,795,693	147,769	76,994,407,913	146,573	96,699,469,001	163,569	105,980,193,835

Value Ranges	1986		1987		1988		1989		1990		1991	
	# Importers	Value \$	# Importers	Value \$	# Importers	Value \$	# Importers	Value \$	# Importers	Value \$	# Importers	Value \$
1. Less Than \$1,200	15,985	852,805,223	15,054	798,606,385	16,117	117,092,317	20,449	135,360,633	11,904	163,134,919	2,822	107,042,352
2. \$1,200 - \$9,999	74,687	3,783,672,525	75,159	3,562,654,429	79,785	733,862,498	85,042	805,514,220	65,242	883,214,858	72,991	709,498,111
3. \$10,000 - \$49,999	40,009	1,929,255,758	41,560	1,929,432,699	43,469	1,141,180,495	43,622	1,166,944,828	36,670	1,059,955,790	37,291	1,017,414,741
4. \$50,000 - \$99,999	12,202	855,096,879	12,820	897,930,669	13,289	942,962,675	13,519	957,288,833	12,422	885,953,938	12,334	880,058,032
5. \$100,000 - \$499,999	18,936	3,505,844,514	19,956	3,779,414,740	20,466	4,617,611,202	21,252	4,790,900,521	21,251	4,764,317,538	20,795	4,710,872,561
6. \$500,000 - \$999,999	5,252	2,980,160,771	5,580	3,252,158,382	5,682	3,931,532,645	6,048	4,176,977,962	6,131	4,198,093,845	5,847	4,042,203,648
7. \$1,000,000 - \$1,999,999	3,808	4,506,382,536	4,105	4,929,341,555	4,162	5,788,111,997	4,445	6,167,969,407	4,403	6,039,714,431	4,263	5,900,193,826
8. \$2,000,000 - \$4,999,999	3,242	8,286,444,933	3,463	9,084,225,635	3,515	10,736,756,092	3,763	11,478,573,144	3,792	11,419,876,290	3,607	11,026,942,323
9. \$5,000,000 - \$9,999,999	1,340	7,611,774,492	1,438	8,422,912,925	1,459	9,977,064,591	1,501	10,300,405,988	1,559	10,558,230,227	1,572	10,625,290,687
10. \$10,000,000 - \$49,999,999	1,203	18,714,168,142	1,254	20,243,864,511	1,277	25,236,753,028	1,332	26,201,715,481	1,343	26,535,866,767	1,285	25,904,453,966
11. \$50,000,000 - \$100,000,000	153	7,080,902,089	151	7,113,803,298	155	10,070,401,577	153	10,013,610,614	156	10,332,745,456	149	9,847,179,812
12. \$100,000,000 - \$999,999,999	119	22,864,276,073	120	23,352,315,256	123	31,743,300,140	135	34,928,242,960	128	34,733,631,848	122	31,360,157,798
13. One billion or more	6	30,931,841,710	6	29,961,882,370	6	34,003,977,574	5	31,637,357,713	7	32,345,145,335	10	36,551,542,896
TOTAL	176,941	113,931,625,645	180,666	117,328,542,855	189,504	139,040,606,832	201,266	142,760,862,306	165,010	143,919,881,243	163,089	142,682,850,752

TABLE 18: GROUPED VALUE RANGES

Imports Value 1980-1991

Value Ranges	1980	1981	1982	1983	1984	1985	1986	1987	1988	1989	1990	1991
1. Less Than \$1 million	10,818,008,637	11,732,479,291	10,070,748,613	11,119,811,602	11,648,174,099	13,075,843,580	13,935,835,670	14,220,197,304	11,484,241,832	12,032,986,998	11,954,670,889	11,467,089,445
2. \$2 million to \$9,999,999	13,776,053,785	15,537,295,555	14,194,592,013	15,156,577,057	17,810,618,172	18,879,659,106	20,404,601,960	22,436,480,116	26,501,932,681	27,946,948,540	28,017,820,948	27,552,426,835
3. \$10 million or more	48,292,902,491	53,403,253,577	45,156,455,067	50,718,019,255	67,240,676,730	74,024,691,149	79,591,188,015	80,671,865,435	101,054,432,320	102,780,926,769	103,947,389,406	103,663,334,472
TOTAL	72,886,964,913	80,673,028,424	69,421,795,693	76,994,407,913	96,699,469,001	105,980,193,835	113,931,625,645	117,328,542,855	139,040,606,832	142,760,862,306	143,919,881,243	142,682,850,752

Number of Importers 1980-1991

Value Ranges	1980	1981	1982	1983	1984	1985	1986	1987	1988	1989	1990	1991
1. Less Than \$1 million	139,387	146,399	127,774	140,387	138,258	154,441	167,071	170,130	178,808	189,932	153,620	152,081
2. \$2 million to \$9,999,999	5,876	6,493	5,769	6,365	7,091	7,795	8,390	9,005	9,135	9,709	9,755	9,442
3. \$10 million or more	982	1,082	896	1,017	1,224	1,334	1,480	1,531	1,561	1,626	1,635	1,566
TOTAL	146,245	153,973	134,439	147,769	146,573	163,569	176,941	180,666	189,504	201,266	165,010	163,089

**Known Population of Importers
(1980-1991)**

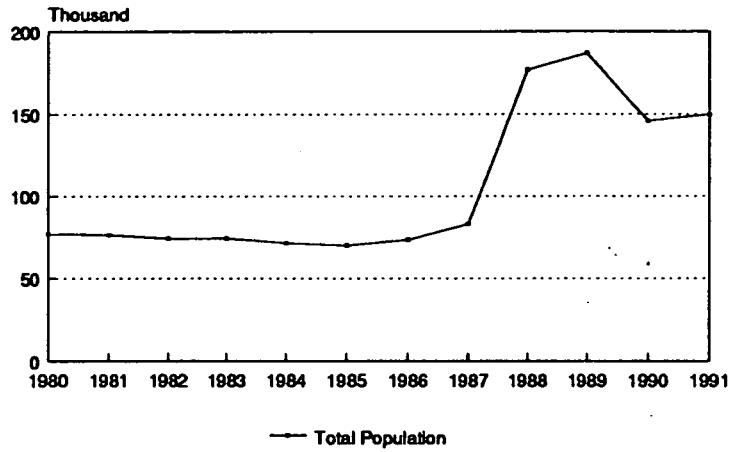
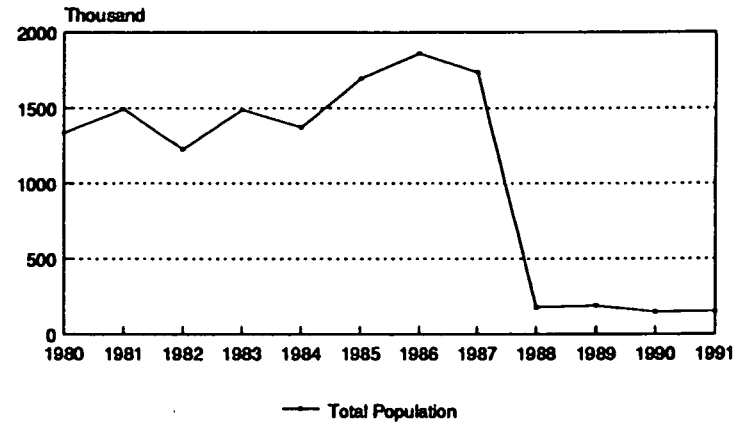
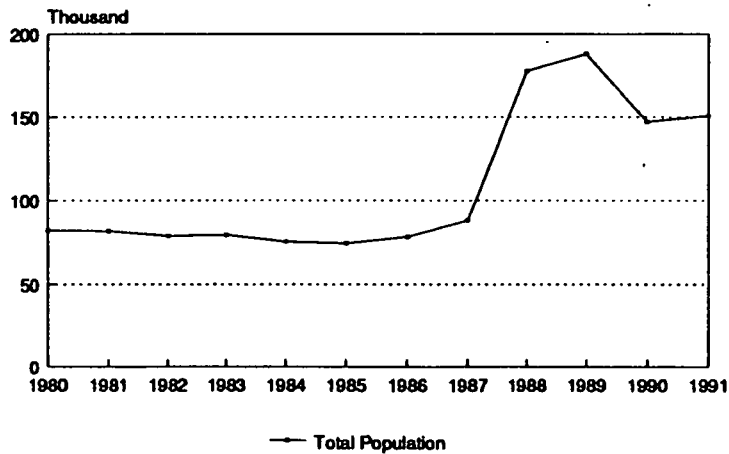


Chart 1

**Estimated Population of Importers
By Value Series and Range Average
(1980-1987) & Gen. Avg. (1988-1991)**



**Estimated Population of Importers
By Value Series and General Average**



**Estimated Population of Importers
By Value Series, Avg. of 5 Most Affected
Ranges (80-87) & Gen. Avg. (88-91)**

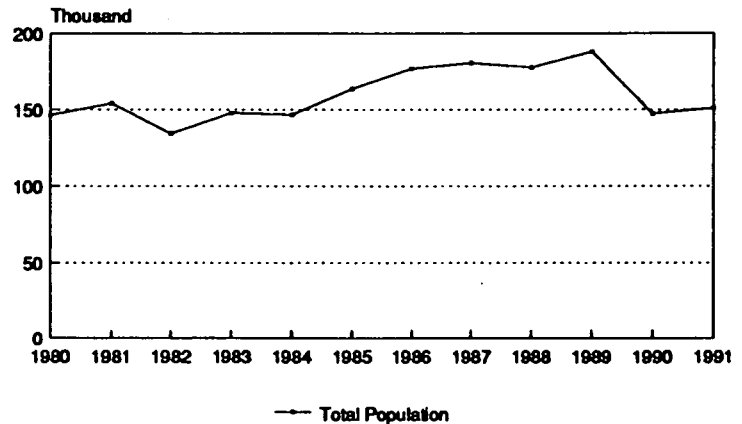


Chart 2
Number of Importers
(1980-1991)

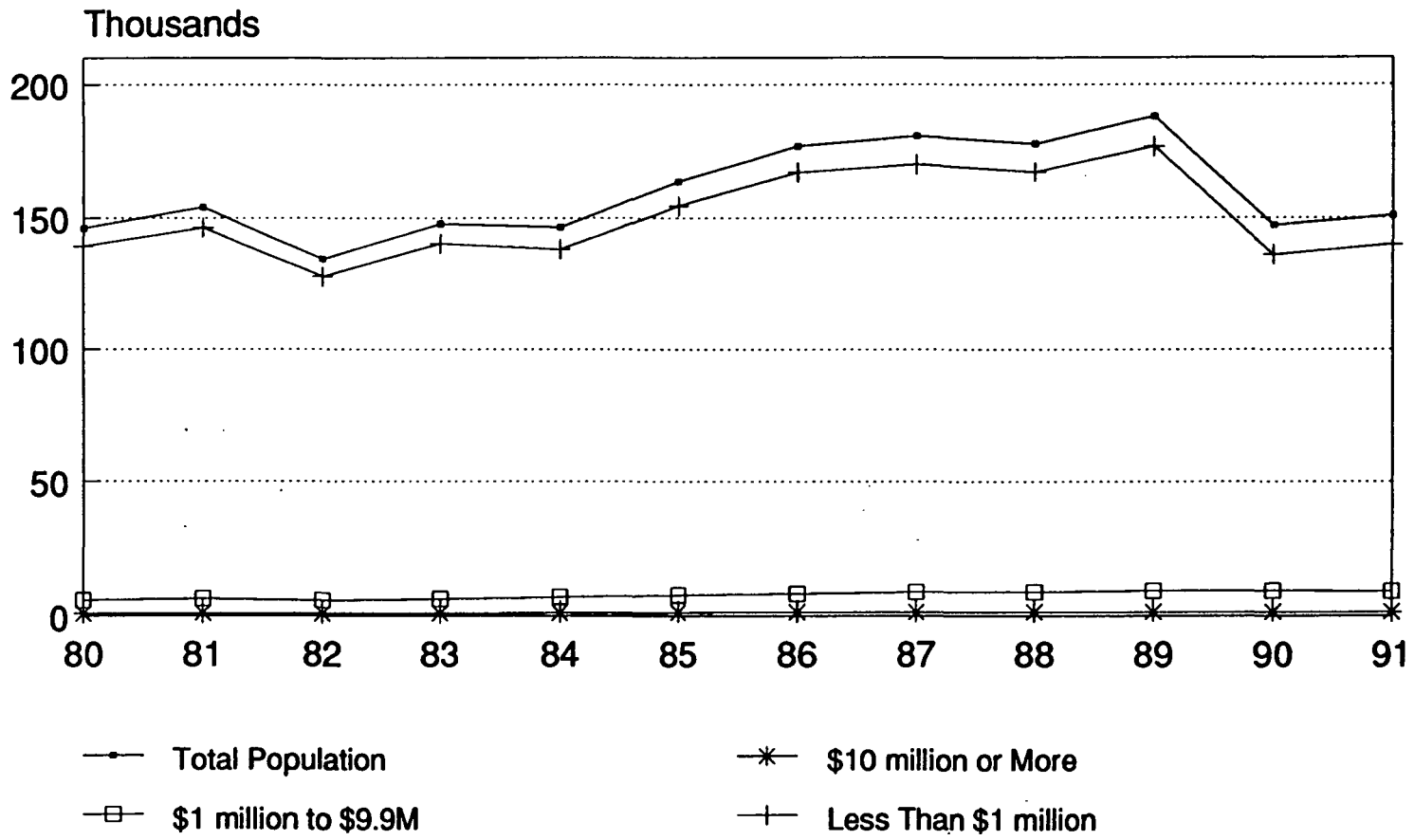


Chart 3
Relative Importance of Ranges
(In terms of number of importers)

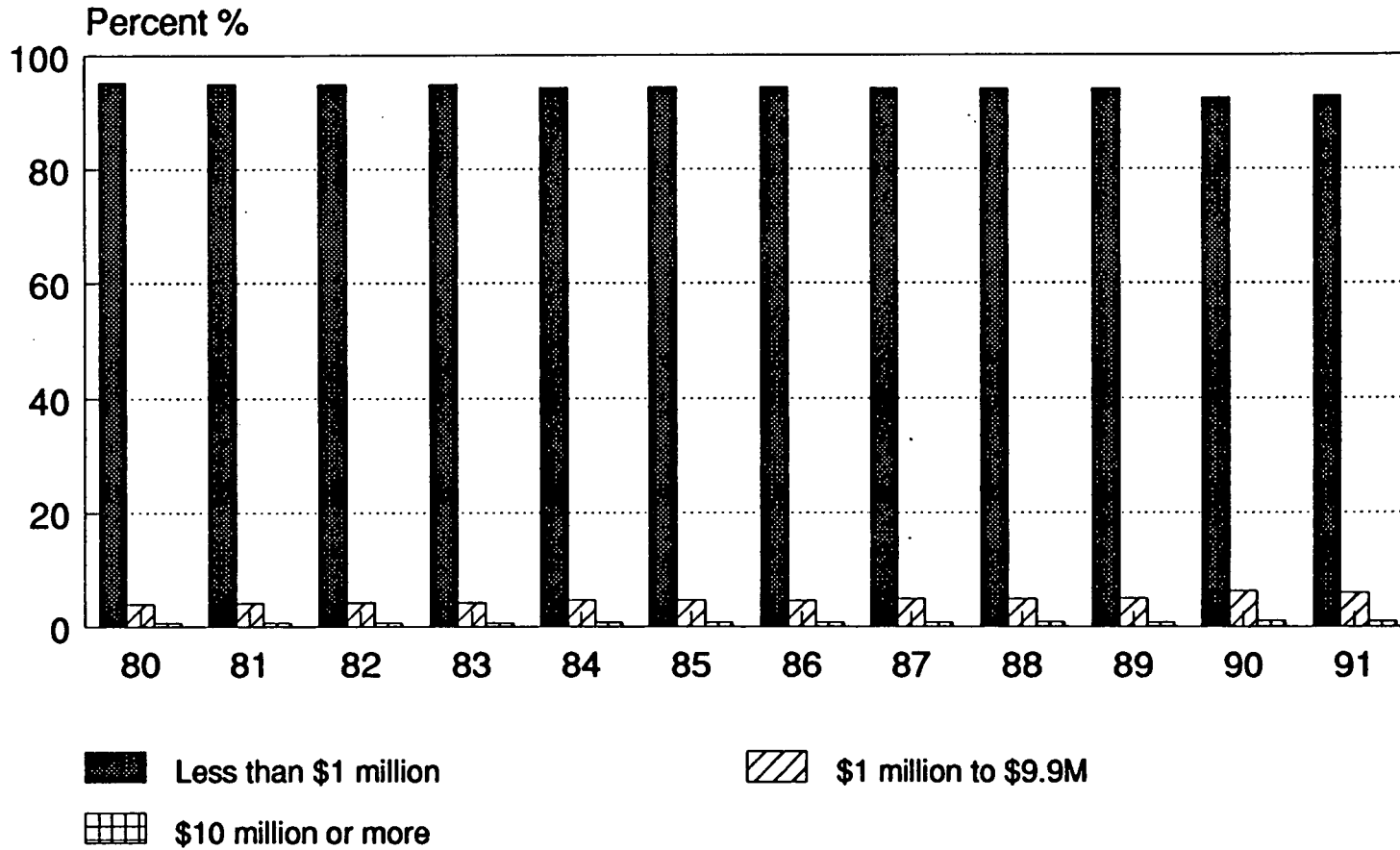


Chart 4
Value of Imports
(1980-1991)

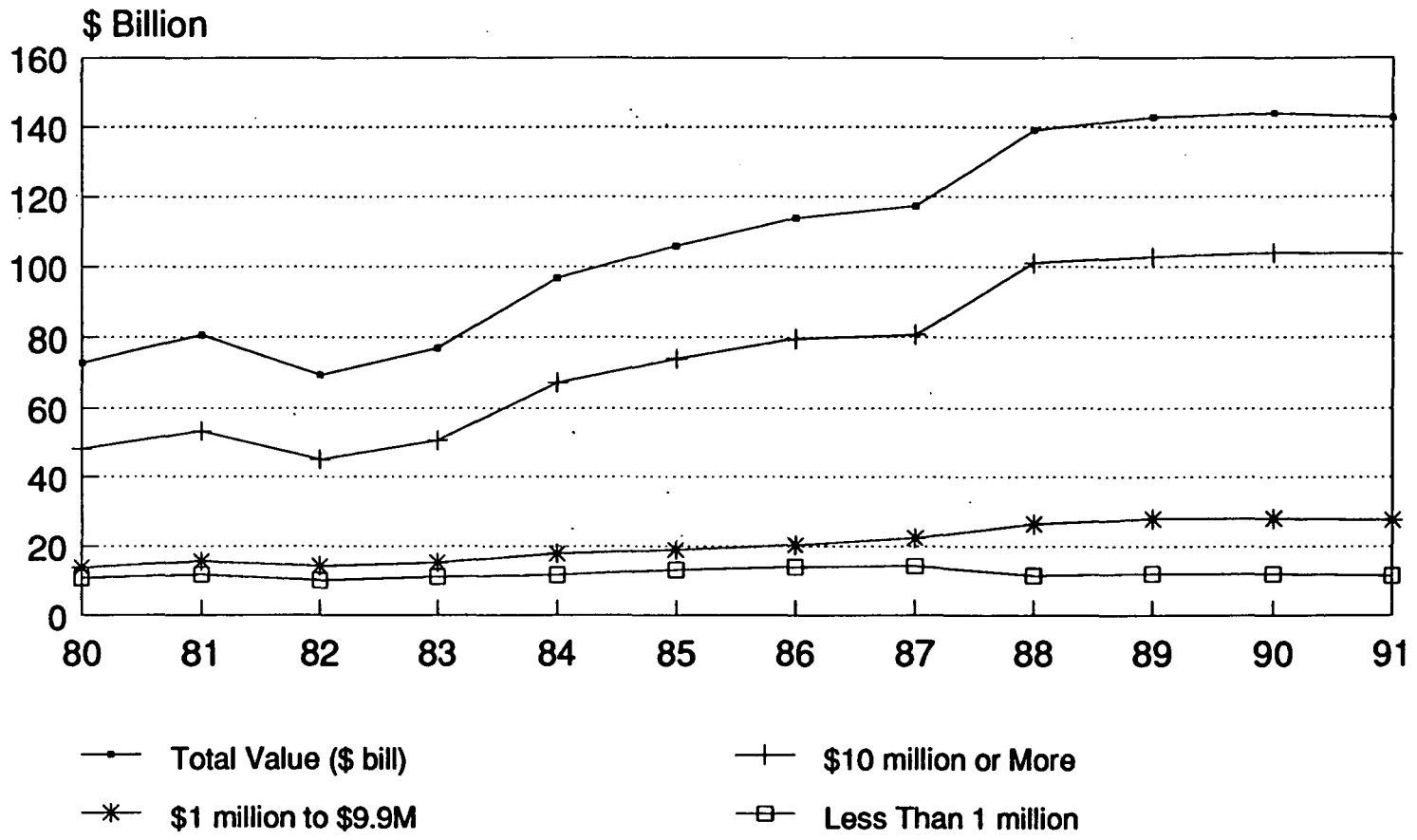
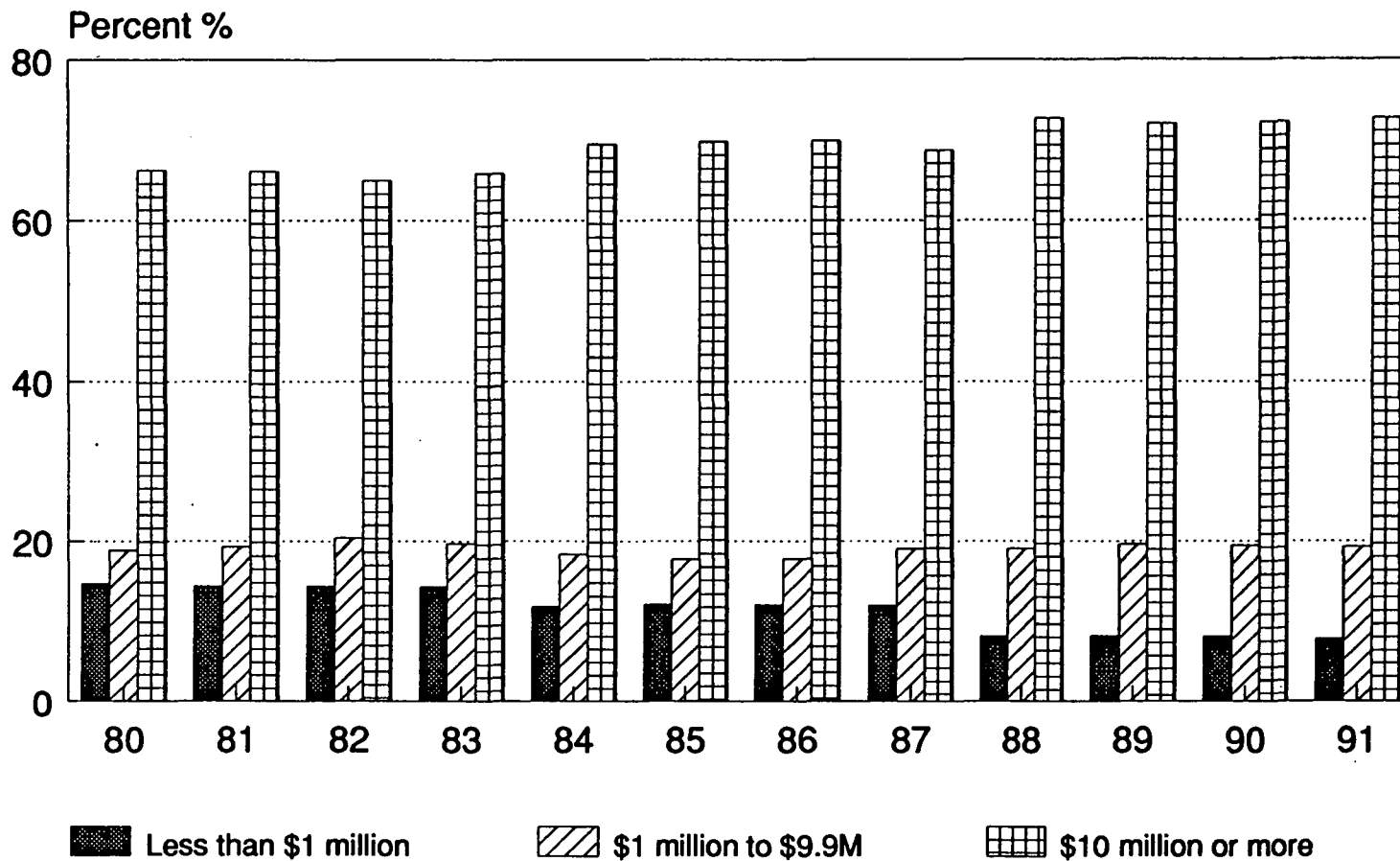


Chart 5
Relative Importance of Ranges
(In terms of value)



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