## DYNAMICS OF GLOBAL TRANSACTIONS FOR **CANADIAN BUSINESSES, 2017**

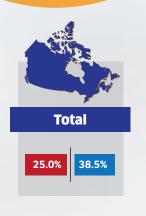
Large businesses are more likely to be active in international markets.











Shipping costs are the most cited obstacle to exporting.



45.8%

Shipping costs 22.6%

Uncertainty about foreign 19.4% standards

Identifying foreign customers 18.4% **Almost half of manufacturers import** goods or services from unaffiliated foreign businesses.

All surveyed industries

Manufacturing

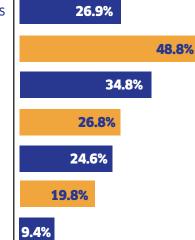
**Utilities** 

Agriculture

Selected services

Mining, oil and gas

Construction





Top 3 reasons why firms import from unaffiliated foreign businesses

66.3%

No suppliers available in Canada

49.6%

Better quality goods or services

47.5%

Reduce costs other than labour costs

% of businesses citing reason as important or very important

Note: SIBS 2017 covers businesses with 20 or more employees in selected industry sectors. Source: Statistics Canada, Survey of Innovation and Business Strategy.

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