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ALBERTA, WESTERN CANADA AND THE FTA/NAFTA: 1988-94

by

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EXECUTIVE SUMMARY

(1) Alberta ranked first among the western provinces in the value of exports. Shipments from Alberta reached \$23.01 billion, an increase of 16.9% over 1993. Alberta's exports now amount to two-fifths of merchandise exports from Western Canada, a share up from one-third in 1988.

(2) Excluding grains, 83.0% of Alberta's total exports went to the US market. This compares with 76.4% in 1988, 78.6% in 1991, 82.7% in 1992, and 84.5% in 1993. A similar break in the growth trend of relative shares going to the US market occurred in 1994 for Manitoba and

Saskatchewan. One year's experience does not establish a new trend, but it does raise the possibility of a peak in the share of exports going to the US market.

(3) The report contains a summary of the increase in the value of exports for those two digit HS categories meeting constraints defined as: 'sustained growth' (1988-94); and an 'export foothold' (\$10 million exports in 1988). In the case of Alberta, some 15 HS categories met both constraints and the increase in export shipments between 1988 and 1994 amounted to \$9.17 billion.

(4) Energy, wood products, processed meats, electrical equipment, precision instruments, furniture, and oilseeds all recorded increases in export values in 1994 compared with 1993.

(5) The Free Trade Agreement with the US continues to offer substantial market opportunity for Alberta and Western Canadian business. The growth in exports and its diffusion across many sectors is both encouraging and reassuring.

(6) Exports from Alberta (and the other western provinces) to Mexico rose

significantly in 1994 compared with 1993 levels. The Alberta increase was 45% to \$121 million, accounted for primarily by increases in shipments of agricultural products. The value of exports to Mexico as a share of Alberta's total exports remains small (0.53%).

(7) Full realization of export potential to Mexico is likely to depend on a consistent and sustained presence by Alberta businesses in the Mexican market.

INTRODUCTION

This Report is the latest in an annual series on Western Canada and the Free Trade Agreement looking at the merchandise export records of Alberta and other Western Canadian provinces in the years since the FTA came into effect in 1989. In previous reports, the year 1988 has been employed as a benchmark against which to assess growth in aggregate exports as well as in some 98 categories of shipments from the western provinces to the United States and to other parts of the world.

In 1994 the FTA was suspended and the NAFTA came into effect; Mexico became a partner in North American free trade. Our present report contains, in addition to the 1994 updates for

shipments to the US and the rest of the world, merchandise trade data on Alberta and other western provinces as well as their exports to the Mexican market using 1988 as a benchmark.¹

The report does not include data on service exports.

Currency values affect the competitiveness and producer profitability of Western Canadian exports, particularly with respect to price sensitive raw materials and commodity grade manufactures where the world price is quoted in US dollars. In 1994 the Canadian dollar fell in value 6.2% against the US dollar.

¹ This report uses trade data released by Statistics Canada in February, 1995.

THE FTA/NAFTA EXPERIENCE FROM 1988 -1994: AGGREGATE EXPORT VALUES

Tables 1 and 2 contain data on the value of Alberta and other Western Canadian merchandise exports. Table 1 shows that aggregate merchandise exports from Western Canada rose to \$57.99 billion in 1994, an increase of 48.3% over the 1988 level of \$39.11 billion. The increase in export values over 1993 for Western Canada as a whole was \$9.87 billion, or 20.5%.

Alberta, with shipments of \$23.01 billion, once again led the western provinces in the dollar value of exports, an increase of 76.9% and 16.9% respectively over 1988 and 1993 export values. Alberta's exports now amount to just under two fifths of total Western Canadian exports, compared with its share of one-third in 1988.

Table 1
Comparison of Total Exports from the Provinces, and Shares to the U. S. Market, 1988, 1993, and 1994 (\$millions)

| <i>Province</i> | <i>88 total exports</i> | <i>93 total exports</i> | <i>94 total exports</i> | <i>growth 1988-94</i> | <i>88 US market share %</i> | <i>93 US market share %</i> | <i>94 US market share %</i> |
|-----------------|-------------------------|-------------------------|-------------------------|-----------------------|-----------------------------|-----------------------------|-----------------------------|
| | <i>(1)</i> | <i>(2)</i> | <i>(3)</i> | <i>(4)</i> | <i>(5)</i> | <i>(6)</i> | <i>(7)</i> |
| <i>AB</i> | \$13,008.7 | \$19,688.5 | \$23,008.3 | \$9,999.5 | 69.5 | 81.3 | 80.3 |
| <i>ex HS10</i> | 11,757.9 | 18,770.2 | 21,930.5 | 10,172.6 | 76.4 | 84.5 | 83.0 |
| <i>BC</i> | 17,419.2 | 18,996.0 | 22,812.6 | 5,393.5 | 42.7 | 52.5 | 54.1 |
| <i>ex HS10</i> | 17,384.4 | 18,968.0 | 22,787.3 | 5,402.9 | 42.7 | 52.6 | 54.1 |
| <i>MT</i> | 2,913.6 | 3,453.5 | 4,730.9 | 1,814.6 | 58.2 | 72.0 | 69.9 |
| <i>ex HS10</i> | 2,249.9 | 2,965.7 | 4,034.2 | 1,784.2 | 74.3 | 81.6 | 78.5 |
| <i>SK</i> | 5,766.7 | 5,981.1 | 7,442.6 | 1,675.8 | 33.9 | 55.7 | 51.6 |
| <i>ex HS10</i> | 2,890.0 | 4,080.0 | 5,104.4 | 2,214.4 | 65.3 | 76.0 | 68.0 |

Source: Appendix

Totals are also shown for exports excluding the grains category (HS10), a category particularly significant to the three prairie provinces, one which goes largely, but not entirely, to non-US

markets, and one with a supply driven volatility resulting from climatic conditions. Excluding grains, aggregate Alberta exports increased by \$10.17 billion, or 86%, over 1988 levels. The

increase over 1993 levels amounted to \$3.16 billion or 16.8%. Exports from Alberta, excluding grains, as a share of Western Canadian exports were 40.7% in 1994 compared with 34.3% in 1988.

Table 1 also reveals the substantial growth in the significance of the US market to Western Canadian exporters since the signing of the FTA. In the case of Alberta, when grains are excluded, some 83% of exports went to the US. However, the data for 1994 raise the possibility that the share of both aggregate exports and exports excluding

grains going to the US market from Alberta, as well as from Manitoba and Saskatchewan, may have peaked. In 1994, compared with 1993, the US share of Alberta non-grain exports to the US market actually declined from their 1993 levels of 84.5%. US market share declines were also recorded for Manitoba and Saskatchewan. In contrast to the experience of the three prairie provinces, the US market became more important to British Columbia, with US market share increasing to just over 54%.

Table 2
Rate of Growth in the Value of Western Province Exports, in total, to the United States, and to the Rest of the World, 1988-94 and 1993-94

| <i>Provincial Export destination</i> | <i>% growth 1988-94</i> | <i>annual % growth 1988-94</i> | <i>% growth 1993-94</i> |
|---------------------------------------|-----------------------------|------------------------------------|-----------------------------|
| Alberta to non-U. S. | 14.6 | 2.3 | 23.3 |
| Alberta to the U. S. | 104.2 | 11.9 | 15.4 |
| <i>Alberta Total exports</i> | 76.9 | 9.5 | 16.9 |
| British Columbia to non-U. S. | 4.9 | 0.8 | 17.4 |
| British Columbia to the U. S. | 66.0 | 8.4 | 23.7 |
| <i>British Columbia Total exports</i> | 31.0 | 4.5 | 20.1 |
| Saskatchewan to non-U. S. | -5.5 | -0.9 | 35.8 |
| Saskatchewan to the U. S. | 96.6 | 11.2 | 15.3 |
| <i>Saskatchewan Total exports</i> | 29.1 | 4.2 | 24.4 |
| Manitoba to non-U. S. | 16.8 | 2.6 | 46.9 |
| Manitoba to the U. S. | 94.8 | 11.1 | 33.1 |
| <i>Manitoba Total exports</i> | 38.4 | 8.0 | 37.0 |
| Western Canada to non-U. S. | 5.6 | 0.9 | 23.5 |
| Western Canada to the U. S. | 88.6 | 10.6 | 19.4 |
| <i>Western Canada Total exports</i> | 48.3 | 6.6 | 20.5 |

Source: Appendix

Table 2, a counterpart to Table 1, shows the percentage growth from 1988 to 1993 and from 1993 to 1994 for aggregate exports, and the annualized compound

rate of growth over the 1988-94 period. Table 2 reveals quite clearly the importance of the US marketplace to increased Western Canadian export

opportunities. In the case of Alberta, shipments to the US market grew from 1988 to 1994 at an annualized rate of 11.9%, compared to the 2.3% growth in exports to non-US markets. The pattern is similar for the other provinces. However, as suggested by the change in spatial market shares reported in Table 1, 1994 marked a promising growth in aggregate shipments to the non-US market, at least compared with that of other years since 1988.

In terms of agricultural exports for 1994, Alberta livestock shipments (HS01) grew by 14.7% and grain shipments were up by 17.4% over 1993. Both these cases emphasize the importance of the US market. Livestock exports go almost exclusively to the US market, while the US market share of grain exports was 24% of the total, significantly above the 5% share of 1988 and the 1993 share of 17%.

COMMODITY EXPORTS: GROWTH AND MARKET SHARES BY TWO DIGIT HS CODE

The Appendix to this report contains the value of total exports, exports to the US market, and exports to the rest of the world for each of the western provinces at the two-digit HS level for categories 01-99 in the years 1988 and 1994. The Appendix also shows shipments to the US as a market share of total shipments in each category for the same years.

Tables 3 and 4 summarize some of the substantial amount of information contained in the Appendix. In constructing Tables 3 and 4 we have imposed a number of conditions whose purpose is to identify from the HS two digit classification those sectors of each of the provincial economies with an 'export foothold' in 1988 that have recorded what we define as 'sustained growth' in export values since 1988. The following condition identifies an 'export foothold':

- (a) the export value of the two digit HS class must have been at least \$10 million in 1988.

The following conditions were adopted to identify 'sustained growth':

- (b) the export value in 1992 must have exceeded that in 1988;
(c) the 1993 export value was greater than the 1992 value;
(d) the 1994 export value was greater than the 1993 value.

Column (1) in Table 3 shows, by province, the number of HS categories meeting all the conditions stated above. The number of categories which met *both the foothold and growth conditions* were 15 in the case of Alberta, 13 for British Columbia, and 8 and 5 for Manitoba and Saskatchewan, respectively. Column (2) of the table lists those HS categories meeting the specified conditions where US market shares were .90 or greater in 1988. In column (3) are listed those HS classes with shipment values exceeding \$10 million, which had a US market share of less than .90 in 1988, and which saw an increase in the share of total exports to the US in each of 1993 and 1994. Clearly, the growth of many of Western Canada's core exports was enhanced by the Free Trade Agreement with the US, and subsequently by the NAFTA.

Table 3
HS Categories by province with an 'export foothold' in 1988 that also showed 'sustained increase' in export values

| <i>Province</i> | <i>HS Cats. showing a 'sustained increase' and an 'export foothold' in 1988</i> | <i>Those in (I) with US mkt share of at least .90 in 1988</i> | <i>HS Cats.in (I) with US 1988 mkt share <.90 but which grew in each of 1992, 1993, and 1994</i> |
|-------------------------|---|---|---|
| | (I) | (II) | (III) |
| <i>Alberta</i> | 01, 02, 11, 12, 15, 27, 44, 75, 76, 85, 87, 90, 94, 98, 99 | 01, 27, 44 | 02, 11, 12, 15, 23, 85 |
| <i>British Columbia</i> | 03, 29, 39, 44, 49, 61, 62, 72, 73, 85, 90, 94, 99 | 49, 61, 62, 72, 73, 99 | 39, 44 |
| <i>Manitoba</i> | 23, 27, 44, 49, 72, 73, 87, 94 | 27, 72, 87, 94 | 44 |
| <i>Saskatchewan</i> | 12, 27, 38, 48, 84 | 27, 38, 48, 84 | 12 |

Source: Appendix

The data in Table 4 follows directly from the listings contained in Table 3. The first row of Table 4 reveals that, for the region as a whole, the increase between 1988 and 1994 for those HS categories meeting the stated constraints for listing in column (1) of Table 3 amounted to \$16.67 billion. The second row of the table shows that, for the four provinces combined, some 59% of this increase came from HS classes in which the US market share was at least 90% in 1988. This growth was dominated by energy shipments from Alberta, a fact indicating the importance to that industry of secure access to the US market under the FTA and the NAFTA. The third row of Table 4 reveals that about

one-third of the dollar increase came from shipments in HS categories in which 1988 US market share was less than 90%, but which experienced a sustained increase in that share (i.e. where US market share in 1994 was larger than in 1988 and where it also increased in 1993 over 1992 and in 1994 over 1993). This situation is an indication that producers whose exports prior to the FTA were not absolutely dominated by the US market, have taken advantage of the Agreement to realize opportunities for greater access. The third row is dominated by the increase in the US market share of HS44 (sawn lumber) shipments from British Columbia.

Table 4
Value of the Increase in Exports 1988-94
for each of the 3 Category Columns in Table 3 (\$millions)

| | <i>Alberta</i> | <i>B. C.</i> | <i>Manitoba</i> | <i>Sask.</i> | <i>West Canada</i> |
|--|----------------|--------------|-----------------|--------------|--------------------|
| <i>Value of HS Cats with a sustained increase and foothold (I)</i> | \$9,171.2 | \$5,129.7 | \$1,074.8 | \$1,290.4 | \$16,666.1 |
| <i>Value of increase where US mkt share at least .90 (II)</i> | 7,650.6 | 279.4 | 947.9 | 904.4 | 9,782.3 |
| <i>Value of increase where 1988 mkt share <.90 (III)</i> | 1,035.5 | 3,858.3 | 74.2 | 385.9 | 5,353.9 |

Adapted from Table 3 and Appendix

Certain other HS export categories deserve comment. These did not have an 'export foothold' in 1988, but they did show 'sustained growth' by reaching the \$10 million threshold either in 1994 or in the two previous years. In Alberta this includes the following cases: HS48 (paper and paperboard) where exports have risen from \$7.9 million in 1988 to \$29.9 million in 1994; HS62 (non-knitted articles of clothing, apparel and accessories) with exports rising from \$0.6 million to \$11.4 million; and HS73 (iron and steel) where exports rose from \$2.9 million in 1988 to \$17.6 million in 1994. In British Columbia, the sustained growth, but not the export foothold constraint, was met in the case of HS06 (live trees, plants and shrubs); HS19 (prepared cereals); HS21 (miscellaneous edible preparations); HS82 (tools, implements and cutlery); and HS83 (miscellaneous base metal articles). In Manitoba the sustained growth condition was met by

HS62 (non-knitted articles of clothing, apparel and accessories); HS79 (zinc and articles thereof); and HS95 (toys, games and sports equipment). In Saskatchewan no HS category met a strict application of the sustained growth test.

Some HS categories meet the threshold but not the growth test. These include certain exports, of substantial dollar value, widely associated with the region. For the three prairie provinces these include HS10 (cereals), HS07 (edible vegetables and roots), and HS12 (oilseeds) all of which are subject to a combination of production and price cycles. Still other products are sensitive to cyclical influences such as sulphur (HS25), plastics (HS39), machinery and mechanical equipment (HS84) from Alberta, woodpulp (HS47), ores and concentrates (HS26), and aluminum (HS76) from British Columbia, and potash (HS31) from Saskatchewan.

PRICE CHANGE VS. VOLUME CHANGE IN EXPORTS

Export price data is limited. A principal constraint is that price data is presently available neither for HS categories nor for the exports of a province. A further complication is that the higher the value added content of an export, the more limited is the availability of specific price information. However, for certain raw material exports, such as crude oil,

natural gas, and wheat, and for some commodity grade manufactures such as sawn lumber and woodpulp, inferences can be drawn from published export price data. Estimates of the effects of price and volume changes on the value of exports in selected HS categories are contained in the following sections of the Report.

ENERGY EXPORTS (HS27)

Table 5 reveals that 1994 commodity exports from the oil and gas sector increased by 8.3% over 1993 values. Coal and crude oil shipments actually declined in value, and natural gas exports rose by more than \$1 billion, or 16.3%. In the case of natural gas, increased exports represented entirely an increase in volume which more than offset

substantial price weakness. In the case of crude oil, the volume of shipments declined but this was almost offset by increases in unit price. The volume of coal shipments rose but prices fell resulting in a small overall reduction in export values. For oil and gas, the US is the singular export market.

Table 5
Alberta Exports of HS27: Selected Categories
1988, 1993, 1994, 1988-94 (millions of \$)

| <i>HS</i> | <i>Description</i> | <i>1988</i> | <i>1993</i> | <i>1994</i> | <i>1988-94 % growth</i> |
|-----------|---------------------------|------------------|-------------------|-------------------|-------------------------|
| 2701 | Coal | \$429.0 | \$672.0 | \$659.0 | 53.6% |
| 2709 | Crude oil | 3,124.4 | 5,625.3 | 5,546.7 | 77.5 |
| 2711 | Natural gas | 3,229.3 | 6,302.1 | 7,358.6 | 127.9 |
| | <i>Total of the above</i> | <i>6,782.6</i> | <i>12,599.5</i> | <i>13,563.3</i> | <i>50.0</i> |
| | <i>Total HS27</i> | <i>\$6,784.2</i> | <i>\$12,874.7</i> | <i>\$13,942.7</i> | <i>51.3%</i> |

Source: TIERS

WOOD PRODUCTS EXPORTS (HS44 AND 47)

Table 6 outlines the export performance of HS44 and HS47. Both categories show substantial increases over their 1993 levels, in part the result of improved unit prices in 1994,

particularly in the case of woodpulp shipments. Alberta's particle board shipments continued to exhibit strong and persistent growth during 1994.

Table 6
Alberta Exports of HS44, 47 and 48: Selected Categories
1988, 1993, 1994, 1988-94 (millions of \$)

| <i>HS</i> | <i>Description</i> | <i>1988</i> | <i>1993</i> | <i>1994</i> | <i>1988-94 % growth</i> |
|-------------|---------------------------|----------------|----------------|----------------|-------------------------|
| 4407 | Wood sawn, chipped | \$135.1 | \$102.5 | \$164.3 | 17.8% |
| 4410 | Particle board | 65.9 | 159.1 | 238.3 | 261.6 |
| | <i>Total of the above</i> | <i>201.0</i> | <i>261.6</i> | <i>402.6</i> | <i>50.1</i> |
| | <i>Total HS44</i> | <i>\$229.0</i> | <i>\$299.9</i> | <i>\$460.2</i> | <i>50.2</i> |
| 4703 | Chemical wood pulp | \$375.8 | \$238.9 | \$579.6 | 35.2 |
| 4705 | Semi-chemical pulp | 3.5 | 162.8 | 209.9 | 98.3 |
| | <i>Total of the above</i> | <i>379.2</i> | <i>401.7</i> | <i>789.5</i> | <i>52.0</i> |
| | <i>Total HS47</i> | <i>385.5</i> | <i>386.5</i> | <i>794.4</i> | <i>51.5</i> |
| 48 (all) | Paper and paperboard | <i>\$7.9</i> | <i>\$29.9</i> | <i>\$29.9</i> | <i>73.6%</i> |

Source: TIERS

EXPORTS OF PROCESSED MEATS (HS02)

Table 7 indicates that the export value of processed meats (HS02) increased by \$105 million, or 23.7% in 1994 over 1993 levels. The increase in beef shipments (HS0201) alone more than doubled in the year. Export price data

suggest that this growth was primarily an increase in volume. The US market has been of prime importance to the expansion of these exports which have risen in value by 245% since 1988.

Table 7
Alberta Exports of HS02: Selected Categories
1988, 1993, 1994, 1988-94 (millions of \$)

| <i>HS</i> | <i>Description</i> | <i>1988</i> | <i>1993</i> | <i>1994</i> | <i>1988-94 % growth</i> |
|-----------|---------------------------|----------------|----------------|----------------|-------------------------|
| 0201 | Meat of bovine animals | \$38.0 | \$156.8 | \$318.3 | 737.6% |
| 0203 | Meat of swine | 45.4 | 84.6 | 92.1 | 50.7 |
| 0206 | Edible offal of livestock | 8.6 | 34.1 | 45.1 | 424.4 |
| | <i>Total of above</i> | <i>91.9</i> | <i>275.4</i> | <i>455.5</i> | <i>395.6</i> |
| | <i>Total HS02</i> | <i>\$158.9</i> | <i>\$442.4</i> | <i>\$547.4</i> | <i>244.5%</i> |

Source: TIERS

EXPORTS OF OILSEEDS (HS12)

Table 8 reports shipments of selected categories of oilseeds. It is apparent that canola exports grew sharply over 1993

levels, accounting largely for the recorded year over year growth in this sector.

Table 8
Alberta Exports of HS12: Selected Categories
1988, 1993, 1994, 1988-94 (millions of \$)

| <i>HS</i> | <i>Description</i> | <i>1988</i> | <i>1993</i> | <i>1994</i> | <i>1988-94 % growth</i> |
|-----------|------------------------------|----------------|----------------|----------------|-----------------------------|
| 1204 | Linseed | \$4.5 | \$12.4 | \$19.2 | 76.6% |
| 1205 | Canola or Colza seeds | 244.4 | 236.1 | 463.0 | 47.2 |
| 1207 | Other seeds | 7.2 | 16.5 | 14.2 | 49.3 |
| 1209 | Sowing seeds, fruits, spores | 20.1 | 20.3 | 20.1 | 0.0 |
| | <i>Total of the above</i> | <i>275.8</i> | <i>285.3</i> | <i>516.5</i> | <i>46.6</i> |
| | <i>Total HS12 categories</i> | <i>\$295.6</i> | <i>\$330.2</i> | <i>\$579.7</i> | <i>49.0%</i> |

Source: TIERS

EXPORTS OF MACHINERY, BOILERS, APPLIANCES, AND ELECTRICAL EQUIPMENT (HS 84 AND 85)

Table 9 shows the value of shipments from HS84 and HS85 categories from Alberta for 1988, 1993 and 1994. Total shipments for the two categories taken together increased in 1994 over 1993 by \$196.6 million, or approximately 25%. The growth last year was more than accounted for by the increase in HS85 exports, which rose by \$211 million, or by some 60%. Growth was most pronounced in HS 8525 (radio and TV transmission equipment) and HS 8517 (telephone equipment). About four-fifths of these exports go to the US market.

In contrast to the substantial increase in electrical equipment exports, HS84

sales declined slightly in value in 1994 from 1993. There was a mixed performance across designated four digit components with some, such as lifting machinery doing very well, while others did not attain 1993 export levels. There was an important change in export market share in 1994 for this category. Exports to the US market increased by \$78 million while those to the rest of the world declined from \$301 million to \$208 million. As a result, US market share, which was about 55% in 1988, bounced back to 52% in 1994 from 33% in 1993. US market share in 1992 was 41%.

Table 9
Alberta Exports of HS84 and 85: Selected Categories
1988, 1993, 1994, 1988-94 (millions of \$)

| <i>HS</i> | <i>Description</i> | <i>1988</i> | <i>1993</i> | <i>1994</i> | <i>1988-94 % growth</i> |
|-----------|---|----------------|----------------|----------------|-----------------------------|
| 8428 | Lifting machinery | \$3.1 | \$21.5 | \$68.4 | 2106.5% |
| 8430 | Moving, grading, boring machinery | 8.0 | 23.3 | 19.4 | 142.5 |
| 8431 | Parts for the above machinery | 30.4 | 95.5 | 51.1 | 40.5 |
| 8471 | Automatic data processing equip. | 20.2 | 14.5 | 18.1 | -10.4 |
| 8473 | Parts for office machinery | 4.4 | 12.9 | 38.3 | 770.5 |
| 8479 | Specialized machines and appliances | 17.1 | 60.1 | 50.9 | 197.7 |
| 8481 | Taps, cocks, valves for pipe, boilers etc | 12.4 | 30.3 | 27.5 | 121.8 |
| | <i>Total of the above</i> | <i>95.8</i> | <i>258.2</i> | <i>273.7</i> | <i>185.7</i> |
| | <i>Totals HS84 categories</i> | <i>\$172.3</i> | <i>\$447.2</i> | <i>\$432.0</i> | <i>150.7%</i> |
| 8517 | Telephone sets and related equipment | \$38.8 | \$181.2 | \$235.5 | 506.7% |
| 8524 | Tapes, software, other recorded media | 5.0 | 20.3 | 14.5 | 190.0 |
| 8525 | Transmission equip. for radio and TV | 6.4 | 95.2 | 236.8 | 3600.0 |
| 8529 | Antennae for radio and TV | 25.0 | 5.5 | 9.6 | -61.6 |
| 8536 | Electrical switching equipment | 1.6 | 3.4 | 5.2 | 225.0 |
| 8537 | Boards and panels for electrical circuit | 15.7 | 4.7 | 4.8 | -171.1 |
| 8544 | Wire, optical fibre cables | 3.7 | 6.6 | 4.9 | 32.4 |
| | <i>Total of the above</i> | <i>96.4</i> | <i>316.8</i> | <i>511.3</i> | <i>430.4</i> |
| | <i>Totals HS85 categories</i> | <i>\$113.5</i> | <i>\$351.5</i> | <i>\$563.3</i> | <i>396.3%</i> |

Source: TIERS

EXPORTS OF OPTICAL, MEASURING AND PRECISION INSTRUMENTS AND OF FURNITURE (HS 90 AND 94)

The HS90 category, as revealed in Table 10, continued its steady growth in export values during 1994, with the majority of the identified four digit categories showing an increase over 1993 values. The dollar value of the increase

was approximately \$16 million, or 13.2%. The 1994 share of exports going to the US market rose somewhat from 1993 proportions (40% compared with 35%). The US share in 1994 exactly equaled the proportion going to that market in 1988.

Table 10
Alberta Exports of HS90 and 94: Selected Categories
1988, 1993, 1994, 1988-94 (millions of \$)

| <i>HS</i> | <i>Description</i> | <i>1988</i> | <i>1993</i> | <i>1994</i> | <i>1988-94 % growth</i> |
|-----------|-------------------------------------|---------------|----------------|----------------|-----------------------------|
| 9015 | Geographic measuring instruments | \$6.6 | \$12.8 | \$10.6 | 60.6 |
| 9021 | Orthopedic appliances | 8.3 | 49.6 | 46.9 | 465.1 |
| 9023 | Instruments for demo. equipment | 1.1 | 1.9 | 4.9 | 345.5 |
| 9026 | Flow check instrumentation | 4.2 | 5.3 | 7.2 | 71.4 |
| 9027 | Physical, chemical test equipment | 2.9 | 8.9 | 14.1 | 386.2 |
| 9030 | Oscilloscopes, electrical testing | 1.1 | 10.8 | 14.9 | 1255.0 |
| 9031 | Other measuring and checking equip. | 2.3 | 12.4 | 24.3 | 90.5 |
| 9032 | Automatic control instruments | 1.0 | 19.1 | 17.1 | 1610.0 |
| | <i>Total of the above</i> | <i>27.5</i> | <i>120.7</i> | <i>140.0</i> | <i>409.1</i> |
| | <i>Total HS90</i> | <i>\$34.0</i> | <i>\$125.4</i> | <i>\$142.0</i> | <i>317.6%</i> |
| 9401 | Seats | \$0.4 | \$2.2 | \$3.9 | 875.0% |
| 9403 | Other furniture | 25.7 | 60.5 | 88.0 | 41.3 |
| 9406 | Prefab buildings | 6.9 | 13.0 | 23.7 | 243.5 |
| | <i>Total of the above</i> | <i>33.1</i> | <i>76.1</i> | <i>115.6</i> | <i>249.2</i> |
| | <i>Total HS94</i> | <i>\$33.1</i> | <i>\$77.1</i> | <i>\$118.1</i> | <i>256.8%</i> |

Source: TIERS

The growth in furniture exports (HS94) continued at a rapid rate, with shipments increasing by \$41 million, or 53%, during the year 1994. The share of

exports going to the US market in both 1993 and 1994 has remained very close to the 1988 share of 83%.

TRADE WITH MEXICO

The year 1994 was the first annual experience with the NAFTA. This section of the Report provides summary information on the merchandise export trade of Alberta and the other western provinces with Mexico for the years 1988, 1991, 1993, and 1994. Like the previous sections of this report the data on exports does not include services.

The fact is that merchandise exports to Mexico from Alberta and the other western provinces have a narrow profile with only a few export categories valued at more than \$5 million in any of the years reported. The historical record suggests that Western Canada has, at

best, been a residual supplier to the Mexican market. It is notable, for example, that even though Mexican imports nearly doubled between 1988 and 1991, and Canadian exports to the Mexican market shared in that increase, shipments from Western Canada to Mexico actually fell by more than one-half.

Tables 11.1 through 11.4 report the top 10 commodity exports and total exports to Mexico from Alberta and the other western provinces in the years 1988, 1991, 1993 and 1994. Several conclusions follow from these tables. These include the following:

(1) Alberta and other western provinces' exports to the Mexican market in each of the years reported generally averaged less than 1% of total exports, and often less than 1% of exports to the US market alone.

(2) There has been substantial year-to-year variation in the value of Alberta exports to Mexico. Alberta's proportion of Canadian exports to Mexico ranged from 16% in 1988 to less than 6% in 1991. In 1994 the Alberta share rose to 11.8%. The shares of Saskatchewan, Manitoba and British Columbia ranged from 14 - 17%, 6 - 7%, and 6 - 8%, respectively in 1993 and 1994.

(3) There has been relative growth in the western provinces' share of Canadian exports to Mexico in 1993 and 1994 compared with 1991.

(4) There has been absolute growth in Alberta and other western provinces' exports to the Mexican market in 1993 and 1994 compared with 1991. The value of Alberta shipments increased from a low of \$36.8 million in 1991 to \$83.6 million in 1993, and to \$121.0 million in 1994.

(5) In 1993 and 1994, the higher value of exports to the Mexican market from Alberta was largely attributable to increased shipments of agricultural products. Cereals (HS10) and oilseeds (HS12) together accounted for more than one-half of Alberta shipments in both years. This contrasts with 1988 and 1991 when HS25 shipments of sulphur dominated Alberta trade with Mexico. The absolute dominance of HS10 and HS12 shipments from Saskatchewan and Manitoba is also apparent. Raw minerals

and woodpulp have dominated British Columbia exports to Mexico.

The fact that Alberta's trade with Mexico has been sporadic and remains quite limited clearly has important implications for short to medium-term export potential. Put simply, Western Canadian exporters have established few roots in Mexico. There have been major efforts in the private sector and in government to address this condition. However, Mexico's recent macro-economic difficulties have created questions and hesitation on the part of many in the private sector about short and intermediate term business opportunities in that country.

The limited trade between Western Canada and Mexico in the past means that only very recently have Mexican business people had an opportunity for significant interactions with those Albertans wishing to assess Mexico as a market. Indeed there is considerable truth in the casual observation that Mexicans, if they possess a knowledge of Canada, still think strongly in terms of the Toronto-Montreal axis. The point is that their personal contact with Western Canadians is very small indeed compared with their interaction with Americans and with Europeans. In Mexico there is much truth in the adage that "people do business with people they know", and if knowing is the prelude to trust, then there is great deal of work that remains to be done.

The need for consistent and sustained presence in the Mexican marketplace should strongly influence the choice of strategies to be adopted by the private sector if Alberta firms are to realize the full potential of the NAFTA.

Table 11.1
Top Ten Alberta Exports to Mexico 1988, 1991, 1993, and 1994

| CATEGORY | HS | 88 Exports (\$value) |
|---|----|-------------------------|
| Salt; sulphur; earth and stone; plaster | 25 | 37,437,542 |
| Oil seed, misc. grain, seed, fruit | 12 | 21,950,119 |
| Cereals | 10 | 10,166,186 |
| Live Animals | 1 | 3,117,059 |
| Fertilizers | 31 | 2,450,728 |
| Meat & Edible Offal | 2 | 971,102 |
| Animal/vegetable fats, oils | 15 | 863,369 |
| Machinery, boilers, mech appl, engines | 84 | 485,177 |
| Elec mchy equip parts; sound recorders | 85 | 304,069 |
| Special transaction-trade | 99 | 124,326 |
| <i>Sub-total of top 10 exports</i> | | <i>77,869,677</i> |
| Total Exports to Mexico (HS 01-99) | | 78,410,667 |
| Mexico as percent of Alberta's total | | 0.60 |
| Canadian Total to Mexico | | 490,460,122 |
| Percent of Canadian Total | | 15.99% |

| CATEGORY | HS | 91 Exports (\$value) |
|---|----|-------------------------|
| Salt; sulphur; earth and stone; plaster | 25 | 19,797,550 |
| Cereals | 10 | 7,824,871 |
| Dairy products; eggs; honey | 4 | 3,583,881 |
| Pulp of wood; cellulosic mat; waste | 47 | 2,637,997 |
| Meat & Edible Offal | 2 | 750,048 |
| Plastics and articles thereof | 39 | 564,630 |
| Special transaction-trade | 99 | 485,115 |
| Live Animals | 1 | 395,910 |
| Optical, photo, cine, meas, precision | 90 | 267,624 |
| Elec mchy equip parts; sound recorders | 85 | 203,751 |
| <i>Sub-total of top 10 exports</i> | | <i>36,511,377</i> |
| Total Exports to Mexico (HS 01-99) | | 36,792,550 |
| Mexico as percent of Alberta's total | | 0.23 |
| Canadian Total to Mexico | | 620,190,878 |
| Percent of Canadian total | | 5.93% |

| CATEGORY | HS | 93 Exports (\$value) |
|---|----|-------------------------|
| Cereals | 10 | 23,421,398 |
| Oil seed, misc. grain, seed, fruit | 12 | 22,300,212 |
| Mineral fuels, oils, prod of distillates | 27 | 10,388,406 |
| Dairy products; eggs; honey | 4 | 6,994,154 |
| Pulp of wood; cellulosic mat; waste | 47 | 4,695,552 |
| Meat & Edible Offal | 2 | 4,669,536 |
| Elec mchy equip parts; sound recorders | 85 | 4,599,759 |
| Live Animals | 1 | 1,507,350 |
| Optical, photo, cine, meas, precision | 90 | 1,243,242 |
| Products mill ind; malt; starches; gluten | 11 | 1,096,770 |
| <i>Sub-total of top 10 exports</i> | | <i>80,916,379</i> |
| Total Exports to Mexico (HS 01-99) | | 83,573,366 |
| Mexico as percent of Alberta's total | | 0.42 |
| Canadian Total to Mexico | | 798,792,516 |
| Percent of Canadian Total | | 10.46% |

| CATEGORY | HS | 94 Exports (\$value) |
|---|----|-------------------------|
| Oil seed, misc. grain, seed, fruit | 12 | 44,590,369 |
| Cereals | 10 | 29,864,885 |
| Pulp of wood; cellulosic mat; waste | 47 | 11,161,219 |
| Salt; sulphur; earth and stone; plaster | 25 | 6,811,472 |
| Mineral fuels, oils, prod of distillates | 27 | 6,340,040 |
| Meat & Edible Offal | 2 | 4,260,571 |
| Plastics and articles thereof | 39 | 4,241,782 |
| Elec mchy equip parts; sound recorders | 85 | 4,084,341 |
| Dairy products; eggs; honey | 4 | 2,627,509 |
| Optical, photo, cine, meas, precision | 90 | 1,614,793 |
| <i>Sub-total of top 10 exports</i> | | <i>115,596,981</i> |
| Total Exports to Mexico (HS 01-99) | | 121,032,179 |
| Mexico as percent of Alberta's total | | 0.53 |
| Canadian Total to Mexico | | 1,020,892,206 |
| Percent of Canadian total | | 11.86% |

Table 11.2
Top Ten British Columbia Exports to Mexico 1988, 1991, 1993, and 1994

| CATEGORY | HS | 88 Exports (\$value) |
|---|----|-------------------------|
| Pulp of wood; cellulosic mat; waste | 47 | 33,477,772 |
| Mineral fuels, oils, prod of distillates | 27 | 2,804,256 |
| Oil seed, misc. grain, seed, fruit | 12 | 2,081,053 |
| Salt; sulphur; earth and stone; plaster | 25 | 1,160,922 |
| Machinery, boilers, mech appl, engines | 84 | 940,134 |
| Elec mchy equip parts; sound recorders | 85 | 670,283 |
| Cereals | 10 | 435,286 |
| Meat & Edible Offal | 2 | 271,907 |
| Special classif. provisions | 98 | 256,265 |
| Wood and articles of wood; charcoal | 44 | 247,727 |
| <i>Sub-total of top 10 exports</i> | | <i>42,345,603</i> |
| Total Exports to Mexico (HS 01-99) | | 43,407,797 |
| Mexico as percent of B.C.'s total | | 0.25 |
| Canadian Total to Mexico | | 490,460,122 |
| Percent of Canadian Total | | 8.85% |

| CATEGORY | HS | 91 Exports (\$value) |
|---|----|-------------------------|
| Mineral fuels, oils, prod of distillates | 27 | 16,109,856 |
| Pulp of wood; cellulosic mat; waste | 47 | 13,335,081 |
| Salt; sulphur; earth and stone; plaster | 25 | 1,262,800 |
| Machinery, boilers, mech appl, engines | 84 | 704,572 |
| Vehicles o/t railw/tram roll stock, prts | 87 | 643,025 |
| Elec mchy equip parts; sound recorders | 85 | 472,664 |
| Optical, photo, cine, meas, precision | 90 | 468,002 |
| Furskins and artificial fur | 43 | 334,255 |
| Residues and wastes from food ind | 23 | 235,125 |
| Cereals | 10 | 234,477 |
| <i>Sub-total of top 10 exports</i> | | <i>33,799,857</i> |
| Total Exports to Mexico (HS 01-99) | | 33,957,127 |
| Mexico as percent of B.C.'s total | | 0.22 |
| Canadian Total to Mexico | | 620,190,878 |
| Percent of Canadian total | | 5.48% |

| CATEGORY | HS | 93 Exports (\$value) |
|---|----|-------------------------|
| Ores, slag, and ash | 26 | 19,683,903 |
| Pulp of wood; cellulosic mat; waste | 47 | 17,671,565 |
| Paper and paperboard | 48 | 3,602,058 |
| Edible fruit and nuts | 8 | 1,354,745 |
| Optical, photo, cine, meas, precision | 90 | 1,063,713 |
| Salt; sulphur; earth | 25 | 921,466 |
| Elec mchy equip parts; sound recorders | 85 | 823,606 |
| Cereals | 10 | 491,883 |
| Oil seed, misc. grain, seed, fruit | 12 | 423,247 |
| Machinery, boilers, mech appl, engines | 84 | 213,504 |
| <i>Sub-total of top 10 exports</i> | | <i>46,249,690</i> |
| Total Exports to Mexico (HS 01-99) | | 46,768,243 |
| Mexico as percent of B.C.'s total | | 0.25 |
| Canadian Total to Mexico | | 798,792,516 |
| Percent of Canadian Total | | 5.85% |

| CATEGORY | HS | 94 Exports (\$value) |
|---|----|-------------------------|
| Ores, slag, and ash | 26 | 22,599,327 |
| Pulp of wood; cellulosic mat; waste | 47 | 21,296,762 |
| Mineral fuels, oils, prod of distillates | 27 | 16,962,510 |
| Ships, boats, floating structures | 89 | 4,812,324 |
| Inorg chemicals; comp prec metals; rad el | 28 | 3,357,860 |
| Furniture, bedding | 94 | 1,803,381 |
| Residues and wastes from food ind | 23 | 870,952 |
| Oil seed, misc. grain, seed, fruit | 12 | 847,139 |
| Edible fruit and nuts | 8 | 765,042 |
| Cereals | 10 | 642,481 |
| <i>Sub-total of top 10 exports</i> | | <i>73,957,778</i> |
| Total Exports to Mexico (HS 01-99) | | 76,843,166 |
| Mexico as percent of B.C.'s total | | 0.34 |
| Canadian Total to Mexico | | 1,020,892,206 |
| Percent of Canadian total | | 7.53% |

Table 11.3
Top Ten Manitoba Exports to Mexico 1988, 1991, 1993, and 1994

| CATEGORY | HS | 88 Exports (Svalue) |
|--|----|------------------------|
| Oil seed, misc. grain, seed, fruit | 12 | 9,053,067 |
| Cereals | 10 | 5,602,267 |
| Fertilizers | 31 | 2,454,599 |
| Iron and steel | 72 | 923,635 |
| Meat & Edible Offal | 2 | 875,755 |
| Animal/vegetable fats, oils | 15 | 856,864 |
| Special transaction-trade | 99 | 807,602 |
| Paper and paperboard | 48 | 570,690 |
| Plastics and articles thereof | 39 | 391,668 |
| Edible vegetables; roots; tubers | 7 | 321,696 |
| <i>Sub-total of top 10 exports</i> | | <i>21,857,843</i> |
| Total Exports to Mexico (HS 01-99) | | 22,343,596 |
| Mexico as percent of Manitoba's total | | 0.77 |
| Canadian Total to Mexico | | 490,460,122 |
| Percent of Canadian Total | | 4.56% |

| CATEGORY | HS | 91 Exports (Svalue) |
|--|----|------------------------|
| Cereals | 10 | 5,491,698 |
| Special transaction-trade | 99 | 5,256,766 |
| Edible vegetables; roots; tubers | 7 | 1,298,193 |
| Meat & Edible Offal | 2 | 1,297,134 |
| Dairy products; eggs; honey | 4 | 1,231,675 |
| Plastics and articles thereof | 39 | 443,395 |
| Iron and steel | 72 | 201,265 |
| Oil seed, misc. grain, seed, fruit | 12 | 198,547 |
| Live Animals | 1 | 132,040 |
| Nickel and articles thereof | 75 | 53,160 |
| <i>Sub-total of top 10 exports</i> | | <i>15,603,873</i> |
| Total Exports to Mexico (HS 01-99) | | 15,657,281 |
| Mexico as percent of Manitoba's total | | 0.51 |
| Canadian Total to Mexico | | 620,190,878 |
| Percent of Canadian total | | 2.52% |

| CATEGORY | HS | 93 Exports (Svalue) |
|--|----|------------------------|
| Cereals | 10 | 20,319,164 |
| Oil seed, misc. grain, seed, fruit | 12 | 17,111,531 |
| Nickel and articles thereof | 75 | 4,590,226 |
| Animal/vegetable fats, oils | 15 | 4,397,002 |
| Meat & Edible Offal | 2 | 1,663,589 |
| Dairy products; eggs; honey | 4 | 1,324,739 |
| Iron and steel | 72 | 979,162 |
| Edible vegetables; roots; tubers | 7 | 874,530 |
| Printed books, newspapers, pictures | 49 | 235,042 |
| Albuminoidal subs; mod starches; glues | 35 | 149,834 |
| <i>Sub-total of top 10 exports</i> | | <i>51,644,819</i> |
| Total Exports to Mexico (HS 01-99) | | 51,806,010 |
| Mexico as percent of Manitoba's total | | 1.5 |
| Canadian Total to Mexico | | 798,792,516 |
| Percent of Canadian Total | | 6.49% |

| CATEGORY | HS | 94 Exports (Svalue) |
|--|----|------------------------|
| Oil seed, misc. grain, seed, fruit | 12 | 34,219,094 |
| Cereals | 10 | 26,318,219 |
| Nickel and articles thereof | 75 | 5,586,767 |
| Dairy products; eggs; honey | 4 | 2,066,574 |
| Iron and steel | 72 | 610,103 |
| Printed books, newspapers, pictures | 49 | 452,352 |
| Meat & Edible Offal | 2 | 367,081 |
| Edible vegetables; roots; tubers | 7 | 318,666 |
| Plastics and articles thereof | 39 | 159,528 |
| Inorg chemicals; comp prec metals; rad el | 28 | 90,652 |
| <i>Sub-total of top 10 exports</i> | | <i>70,189,036</i> |
| Total Exports to Mexico (HS 01-99) | | 70,292,444 |
| Mexico as percent of Manitoba's total | | 1.5 |
| Canadian Total to Mexico | | 1,020,892,206 |
| Percent of Canadian total | | 6.89% |

Table 11.4
Top Ten Saskatchewan Exports to Mexico 1988, 1991, 1993, and 1994

| CATEGORY | HS | 88 Exports (\$value) |
|---|----|-------------------------|
| Oil seed, misc. grain, seed, fruit | 12 | 22,661,474 |
| Cereals | 10 | 22,293,211 |
| Fertilizers | 31 | 4,824,321 |
| Dairy products; eggs; honey | 4 | 373,840 |
| Machinery, boilers, mech appl, engines | 84 | 300,000 |
| Meat & Edible Offal | 2 | 262,533 |
| Edible vegetables; roots; tubers | 7 | 79,075 |
| Products of animal origin | 5 | 10,672 |
| Paper and paperboard | 48 | 7,672 |
| Mineral fuels, oils, prod of distillates | 27 | 5,934 |
| <i>Sub-total of top 10 exports</i> | | <u>50,818,732</u> |
| Total Exports to Mexico (HS 01-99) | | 50,821,847 |
| Mexico as percent of Sask.'s total | | 0.88% |
| Canadian Total to Mexico | | 490,460,122 |
| Percent of Canadian Total | | 10.36% |

| CATEGORY | HS | 91 Exports (\$value) |
|---|----|-------------------------|
| Cereals | 10 | 16,545,670 |
| Dairy products; eggs; honey | 4 | 4,840,582 |
| Meat & Edible Offal | 2 | 3,382,152 |
| Edible vegetables; roots; tubers | 7 | 1,309,974 |
| Oil seed, misc. grain, seed, fruit | 12 | 57,203 |
| Products of animal origin | 5 | 8,601 |
| <i>Sub-total of top 10 exports</i> | | <u>26,144,182</u> |
| Total Exports to Mexico (HS 01-99) | | 26,144,182 |
| Mexico as percent of Sask.'s total | | 0.46% |
| Canadian Total to Mexico | | 620,190,878 |
| Percent of Canadian total | | 4.22% |

| CATEGORY | HS | 93 Exports (\$value) |
|---|----|-------------------------|
| Cereals | 10 | 59,611,887 |
| Oil seed, misc. grain, seed, fruit | 12 | 27,553,859 |
| Meat & Edible Offal | 2 | 11,629,625 |
| Pulp of wood; cellulosic mat; waste | 47 | 7,565,232 |
| Dairy products; eggs; honey | 4 | 4,367,762 |
| Edible vegetables; roots; tubers | 7 | 1,667,988 |
| Live Animals | 1 | 238,680 |
| Products mill ind; malt; starches; gluten | 11 | 179,745 |
| Elec mchy equip parts; sound recorders | 85 | 146,134 |
| Albuminoidal subs; mod starches; glues | 35 | 127,097 |
| <i>Sub-total of top 10 exports</i> | | <u>113,088,009</u> |
| Total Exports to Mexico (HS 01-99) | | 113,172,218 |
| Mexico as percent of Sask.'s total | | 1.9% |
| Canadian Total to Mexico | | 798,792,516 |
| Percent of Canadian Total | | 14.17% |

| CATEGORY | HS | 94 Exports (\$value) |
|---|----|-------------------------|
| Cereals | 10 | 79,786,980 |
| Oil seed, misc. grain, seed, fruit | 12 | 55,129,576 |
| Pulp of wood; cellulosic mat; waste | 47 | 13,561,481 |
| Meat & Edible Offal | 2 | 9,965,254 |
| Edible vegetables; roots; tubers | 7 | 3,962,869 |
| Fertilizers | 31 | 3,770,829 |
| Dairy products; eggs; honey | 4 | 2,538,607 |
| Elec mchy equip parts; sound recorders | 85 | 322,220 |
| Products mill ind; malt; starches; gluten | 11 | 265,638 |
| Optical, photo, cine, meas, precision | 90 | 171,882 |
| <i>Sub-total of top 10 exports</i> | | <u>169,475,336</u> |
| Total Exports to Mexico (HS 01-99) | | 169,501,591 |
| Mexico as percent of Sask.'s total | | 2.3% |
| Canadian Total to Mexico | | 1,020,892,206 |
| Percent of Canadian total | | 16.60% |

CONCLUSIONS

(1) The NAFTA continues to offer substantial market opportunity to Alberta and Western Canadian business. The growth in total exports and its diffusion across many sectors of the economy is most reassuring.

(2) The years from 1988-93 produced not only substantial growth in exports but also an increased share of those exports going to the US market. In 1994 the growth in export values to that market

continued to increase substantially, though US share of merchandise exports declined somewhat in Alberta as well as in Manitoba and Saskatchewan. In contrast, British Columbia's share of exports going to the US market continued to increase.

(3) Exports from Alberta to Mexico rose substantially in 1994 with shipments of agricultural products being the primary source of the growth.

APPENDIX

Alberta Exports and US Market Shares 1988 and 1994 (\$000's)

| CATEGORY | HS | 88 Exs Total | 94 Exs Total | 88 Exs USA | 94 Exs USA | 88 Exs ROW | 94 Exs ROW | Total Ex Growth | US Share 1988 | US Share 1994 |
|--|----|-----------------|-----------------|---------------|---------------|---------------|---------------|--------------------|------------------|------------------|
| Live Animals | 1 | 281,772 | 632,768 | 277,278 | 630,932 | 4,494 | 1,836 | 350,996 | 0.984 | 0.997 |
| Meat & Edible Offal | 2 | 158,935 | 547,425 | 107,948 | 447,899 | 50,987 | 99,526 | 388,490 | 0.679 | 0.818 |
| Fish and Shellfish | 3 | 2,850 | 821 | 1,233 | 544 | 1,617 | 277 | -2,029 | 0.433 | 0.662 |
| Dairy products; eggs; honey | 4 | 3,978 | 9,606 | 3,478 | 4,324 | 500 | 5,282 | 5,628 | 0.874 | 0.450 |
| Products of animal origin | 5 | 5,008 | 12,236 | 1,893 | 7,545 | 3,115 | 4,690 | 7,228 | 0.378 | 0.617 |
| Live trees and plants; bulbs; root; flower | 6 | 375 | 139 | 375 | 99 | 0 | 40 | -236 | 1.000 | 0.714 |
| Edible vegetables; roots; tubers | 7 | 15,187 | 35,856 | 2,616 | 21,176 | 12,571 | 14,680 | 20,669 | 0.172 | 0.591 |
| Edible fruit and nuts | 8 | 142 | 11 | 20 | 4 | 122 | 8 | -131 | 0.141 | 0.320 |
| Coffee, tea | 9 | 0 | 182 | 0 | 181 | 0 | 1 | 182 | | 0.996 |
| Cereals | 10 | 1,250,805 | 1,077,790 | 60,581 | 257,447 | 1,190,224 | 820,343 | -173,015 | 0.048 | 0.239 |
| Products mill ind; malt; starches; gluten | 11 | 34,481 | 72,341 | 2,462 | 21,620 | 32,019 | 50,721 | 37,860 | 0.071 | 0.299 |
| Oil seed, misc. grain, seed, fruit | 12 | 295,554 | 579,697 | 26,005 | 84,917 | 269,549 | 494,780 | 284,143 | 0.088 | 0.146 |
| Lac; gums, resins, veg saps | 13 | 20 | 147 | 0 | 0 | 20 | 147 | 127 | 0.000 | 0.000 |
| Vegetable plaiting materials | 14 | 14 | 32 | 14 | 0 | 0 | 32 | 18 | 1.000 | 0.000 |
| Animal/vegetable fats, oils | 15 | 67,420 | 156,531 | 29,830 | 142,698 | 37,590 | 13,833 | 89,111 | 0.442 | 0.912 |
| Prep. meat, fish, molluscs | 16 | 2,088 | 19,191 | 1,758 | 17,703 | 330 | 1,489 | 17,103 | 0.842 | 0.922 |
| Sugars and sugar confectionery | 17 | 109 | 7,064 | 97 | 7,052 | 12 | 11 | 6,955 | 0.890 | 0.998 |
| Cocoa and cocoa preparations | 18 | 0 | 288 | 0 | 55 | 0 | 233 | 288 | | 0.191 |
| Prep of cereal, flour, starch,/milk | 19 | 3,408 | 5,495 | 2,057 | 4,694 | 1,351 | 801 | 2,087 | 0.604 | 0.854 |
| Prep of fruits, nuts | 20 | 811 | 3,034 | 364 | 461 | 447 | 2,573 | 2,223 | 0.449 | 0.152 |
| Misc. edible preparations | 21 | 991 | 3,263 | 907 | 2,868 | 84 | 395 | 2,272 | 0.915 | 0.879 |
| Beverages, spirits, vinegar | 22 | 20,763 | 36,354 | 17,964 | 32,624 | 2,799 | 3,731 | 15,591 | 0.865 | 0.897 |
| Residues and wastes from food ind | 23 | 10,877 | 81,033 | 4,809 | 57,317 | 6,068 | 23,716 | 70,156 | 0.442 | 0.707 |
| Tobacco and manuf. tobacco substit. | 24 | 13 | 18 | 13 | 0 | 0 | 18 | 5 | 1.000 | 0.000 |
| Salt; sulphur; earth and stone; plaster | 25 | 803,257 | 240,953 | 105,894 | 76,191 | 697,363 | 164,762 | -562,304 | 0.132 | 0.316 |
| Ores, slag, and ash | 26 | 666 | 883 | 666 | 883 | 0 | 0 | 217 | 1.000 | 1.000 |
| Mineral fuels, oils, prod of distillates | 27 | 6,874,246 | 13,942,688 | 6,392,124 | 13,330,386 | 482,122 | 612,303 | 7,068,442 | 0.930 | 0.956 |
| Inorg chemicals; comp prec metals; rad el | 28 | 94,313 | 176,665 | 84,146 | 149,988 | 10,167 | 26,677 | 82,352 | 0.892 | 0.849 |
| Organic chemicals | 29 | 892,390 | 862,130 | 402,063 | 429,227 | 490,327 | 432,903 | -30,260 | 0.451 | 0.498 |
| Pharmaceutical products | 30 | 2,016 | 3,019 | 478 | 1,883 | 1,538 | 1,136 | 1,003 | 0.237 | 0.624 |

Alberta Exports and US Market Shares 1988 and 1994 (\$000's)

| CATEGORY | HS | 88 Exs Total | 94 Exs Total | 88 Exs USA | 94 Exs USA | 88 Exs ROW | 94 Exs ROW | Total Ex Growth | US Share 1988 | US Share 1994 |
|--|----|-----------------|-----------------|---------------|---------------|---------------|---------------|--------------------|------------------|------------------|
| Fertilizers | 31 | 195,586 | 280,104 | 121,730 | 204,806 | 73,856 | 75,298 | 84,518 | 0.622 | 0.731 |
| Tanning/dyeing extract; derivatives | 32 | 393 | 1,173 | 390 | 756 | 3 | 417 | 780 | 0.992 | 0.645 |
| Essential oils and resin; cosm/toilet prep | 33 | 111 | 4,571 | 7 | 4,178 | 104 | 392 | 4,460 | 0.063 | 0.914 |
| Soap, washing prep; surface agents | 34 | 352 | 1,677 | 331 | 723 | 21 | 955 | 1,325 | 0.940 | 0.431 |
| Albuminoidal subs; mod starches; glues | 35 | 84 | 203 | 82 | 133 | 2 | 69 | 119 | 0.976 | 0.658 |
| Explosives; matches | 36 | 325 | 361 | 182 | 279 | 143 | 82 | 36 | 0.560 | 0.773 |
| Photographic, cinematic goods | 37 | 719 | 1,512 | 504 | 1,433 | 215 | 79 | 793 | 0.701 | 0.948 |
| Misc. chemical products | 38 | 7,621 | 20,354 | 3,887 | 18,309 | 3,734 | 2,044 | 12,733 | 0.510 | 0.900 |
| Plastics and articles thereof | 39 | 621,578 | 769,713 | 383,873 | 654,304 | 237,705 | 115,409 | 148,135 | 0.618 | 0.850 |
| Rubber and articles thereof | 40 | 5,566 | 2,057 | 5,172 | 1,435 | 394 | 623 | -3,509 | 0.929 | 0.697 |
| Raw hides and skins, leather | 41 | 39,097 | 59,937 | 14,951 | 21,438 | 24,146 | 38,499 | 20,840 | 0.382 | 0.358 |
| Articles of leather; saddlery; luggage | 42 | 682 | 1,216 | 213 | 912 | 469 | 305 | 534 | 0.312 | 0.749 |
| Furskins and artificial fur | 43 | 616 | 359 | 228 | 339 | 388 | 20 | -257 | 0.370 | 0.946 |
| Wood and articles of wood; charcoal | 44 | 229,016 | 460,160 | 211,710 | 363,315 | 17,306 | 96,845 | 231,144 | 0.924 | 0.790 |
| Cork and articles of cork | 45 | 0 | 2 | 0 | 2 | 0 | 0 | 2 | | 1.000 |
| Manufactures of straw | 46 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | | |
| Pulp of wood; cellulosic mat; waste | 47 | 385,458 | 794,423 | 365,858 | 165,411 | 19,600 | 629,012 | 408,965 | 0.949 | 0.208 |
| Paper and paperboard | 48 | 7,906 | 29,932 | 7,657 | 29,667 | 249 | 265 | 22,026 | 0.969 | 0.991 |
| Printed books, newspapers, pictures | 49 | 28,057 | 7,080 | 27,588 | 6,139 | 469 | 941 | -20,977 | 0.983 | 0.867 |
| Silk | 50 | 2 | 0 | 2 | 0 | 0 | 0 | -2 | 1.000 | |
| Wool, animal hair, yarn and fabric | 51 | 98 | 100 | 98 | 100 | 0 | 0 | 2 | 1.000 | 1.000 |
| Cotton | 52 | 15 | 2 | 13 | 2 | 2 | 0 | -13 | 0.867 | 1.000 |
| Other veg textile fibres; paper yarn | 53 | 346 | 2 | 277 | 2 | 69 | 0 | -344 | 0.801 | 1.000 |
| Man-made filaments | 54 | 125 | 106 | 121 | 47 | 4 | 59 | -19 | 0.968 | 0.445 |
| Man-made staple fibres | 55 | 51,499 | 98,190 | 818 | 142 | 50,681 | 98,048 | 46,691 | 0.016 | 0.001 |
| Wadding, felt, twine, cordage | 56 | 27 | 102 | 16 | 40 | 11 | 63 | 75 | 0.593 | 0.387 |
| Carpets and textile floor coverings | 57 | 323 | 341 | 98 | 301 | 225 | 40 | 18 | 0.303 | 0.882 |
| Special woven fabrics; lace; tapestries | 58 | 29 | 62 | 7 | 37 | 22 | 25 | 33 | 0.241 | 0.602 |
| Impreg, coated, cover/laminated tex fabr | 59 | 588 | 79 | 499 | 68 | 89 | 11 | -509 | 0.849 | 0.863 |
| Knitted or crocheted fabrics | 60 | 7 | 65 | 7 | 30 | 0 | 34 | 58 | 1.000 | 0.469 |

Alberta Exports and US Market Shares 1988 and 1994 (\$000's)

| CATEGORY | HS | 88 Exs Total | 94 Exs Total | 88 Exs USA | 94 Exs USA | 88 Exs ROW | 94 Exs ROW | Total Ex Growth | US Share 1988 | US Share 1994 |
|---|----|-----------------|-----------------|---------------|---------------|---------------|---------------|--------------------|------------------|------------------|
| Art of apparel, clothing access, knitted | 61 | 1,177 | 6,156 | 1,106 | 5,994 | 71 | 162 | 4,979 | 0.940 | 0.974 |
| Art of apparel, clothing access not knitted | 62 | 599 | 11,434 | 495 | 10,630 | 104 | 804 | 10,835 | 0.826 | 0.930 |
| Other made up text art; sets | 63 | 1,393 | 3,739 | 694 | 914 | 699 | 2,825 | 2,346 | 0.498 | 0.244 |
| Footwear; gaiters | 64 | 284 | 108 | 43 | 45 | 241 | 63 | -176 | 0.151 | 0.415 |
| Headgear and parts thereof | 65 | 2,730 | 358 | 2,663 | 305 | 67 | 54 | -2,372 | 0.975 | 0.850 |
| Umbrellas, walking sticks, whips, etc | 66 | 0 | 406 | 0 | 401 | 0 | 5 | 406 | | 0.988 |
| Prep feathers and down; artif flowers | 67 | 0 | 25 | 0 | 25 | 0 | 0 | 25 | | 1.000 |
| Art of stone, plaster, cement, mica | 68 | 3,027 | 9,508 | 2,669 | 8,198 | 358 | 1,309 | 6,481 | 0.882 | 0.862 |
| Ceramic products | 69 | 1,058 | 2,023 | 669 | 1,102 | 389 | 922 | 965 | 0.632 | 0.545 |
| Glass and glassware | 70 | 3,852 | 10,038 | 3,667 | 9,878 | 185 | 160 | 6,186 | 0.952 | 0.984 |
| Natural/cultured pearls, prec stones metaz | 71 | 1,732 | 1,157 | 1,326 | 1,036 | 406 | 121 | -575 | 0.766 | 0.895 |
| Iron and steel | 72 | 2,875 | 17,612 | 1,906 | 16,247 | 969 | 1,364 | 14,737 | 0.663 | 0.923 |
| Articles of iron and steel | 73 | 51,256 | 79,351 | 44,431 | 62,456 | 6,825 | 16,895 | 28,095 | 0.867 | 0.787 |
| Copper and articles thereof | 74 | 3,562 | 4,567 | 3,494 | 4,338 | 68 | 229 | 1,005 | 0.981 | 0.950 |
| Nickel and articles thereof | 75 | 20,794 | 82,483 | 9,003 | 9,256 | 11,791 | 73,227 | 61,689 | 0.433 | 0.112 |
| Aluminum and articles thereof | 76 | 18,229 | 35,885 | 14,198 | 35,585 | 4,031 | 300 | 17,656 | 0.779 | 0.992 |
| Lead and articles threof | 78 | 197 | 1,180 | 197 | 1,146 | 0 | 34 | 983 | 1.000 | 0.971 |
| Zinc and articles thereof | 79 | 762 | 1,399 | 762 | 1,399 | 0 | 0 | 637 | 1.000 | 1.000 |
| Tin and articles thereor | 80 | 182 | 66 | 182 | 66 | 0 | 0 | -116 | 1.000 | 1.000 |
| Other base metals articles thereof | 81 | 6,559 | 88,617 | 1,169 | 3,234 | 5,390 | 85,383 | 82,058 | 0.178 | 0.036 |
| Tools, implements, cutlery | 82 | 5,589 | 5,114 | 3,720 | 3,069 | 1,869 | 2,044 | -475 | 0.666 | 0.600 |
| Misc articles of base metals | 83 | 591 | 877 | 509 | 250 | 82 | 627 | 286 | 0.861 | 0.285 |
| Machinery, boilers, mech appl, engines | 84 | 172,338 | 432,021 | 94,113 | 224,124 | 78,225 | 207,897 | 259,683 | 0.546 | 0.519 |
| Elec mchy equip parts; sound recorders | 85 | 113,467 | 563,276 | 73,639 | 455,428 | 39,828 | 107,848 | 449,809 | 0.649 | 0.809 |
| Railw/trams loco, rolling stock, parts | 86 | 494 | 4,405 | 264 | 4,246 | 230 | 159 | 3,911 | 0.534 | 0.964 |
| Vehicles o/t railw/tram roll stock, prt | 87 | 42,194 | 75,477 | 29,646 | 53,073 | 12,548 | 22,404 | 33,283 | 0.703 | 0.703 |
| Aircraft,spacecraft, parts | 88 | 18,948 | 14,879 | 7,339 | 7,473 | 11,609 | 7,406 | -4,069 | 0.387 | 0.502 |
| Ships, boats, floating structures | 89 | 753 | 827 | 316 | 811 | 437 | 16 | 74 | 0.420 | 0.981 |
| Optical, photo, cine, meas, precision | 90 | 34,049 | 141,971 | 13,780 | 57,569 | 20,269 | 84,402 | 107,922 | 0.405 | 0.405 |
| Clocks and watches, parts | 91 | 12 | 226 | 4 | 31 | 8 | 195 | 214 | 0.333 | 0.136 |

Alberta Exports and US Market Shares 1988 and 1994 (\$000's)

| CATEGORY | HS | 88 Exs Total | 94 Exs Total | 88 Exs USA | 94 Exs USA | 88 Exs ROW | 94 Exs ROW | Total Ex Growth | US Share 1988 | US Share 1994 |
|--|----|-----------------|-----------------|---------------|---------------|---------------|---------------|--------------------|------------------|------------------|
| Musical instruments, parts | 92 | 353 | 20 | 352 | 11 | 1 | 8 | -333 | 0.997 | 0.570 |
| Arms and ammun, parts | 93 | 1,147 | 269 | 1,145 | 198 | 2 | 71 | -878 | 0.998 | 0.737 |
| Furniture, bedding | 94 | 33,417 | 118,141 | 27,840 | 95,374 | 5,577 | 22,767 | 84,724 | 0.833 | 0.807 |
| Toys, games, sports requisites, parts | 95 | 1,785 | 5,181 | 1,305 | 3,630 | 480 | 1,551 | 3,396 | 0.731 | 0.701 |
| Misc. manufactured articles | 96 | 263 | 617 | 126 | 296 | 137 | 321 | 354 | 0.479 | 0.479 |
| Works of art, collectors pieces | 97 | 2,700 | 5,743 | 1,531 | 3,121 | 1,169 | 2,622 | 3,043 | 0.567 | 0.543 |
| Special classif. provisions | 98 | 24,641 | 36,461 | 10,715 | 17,105 | 13,926 | 19,356 | 11,820 | 0.435 | 0.469 |
| Special transaction-trade | 99 | 36,977 | 205,087 | 16,530 | 164,382 | 20,447 | 40,704 | 168,110 | 0.447 | 0.802 |
| TOTAL | | 13,008,701 | 23,008,246 | 9,044,940 | 18,467,512 | 3,963,761 | 4,540,733 | 9,999,545 | 0.695 | 0.803 |
| TOTAL EXCLUDING HS 10 | | 11,757,896 | 21,930,456 | 8,984,359 | 18,210,065 | 2,773,537 | 3,720,391 | 10,172,560 | 0.764 | 0.830 |
| TOTAL EXCLUDING HS 27 | | 6,134,455 | 9,065,558 | 2,652,816 | 5,137,127 | 3,481,639 | 3,928,431 | 2,931,103 | 0.432 | 0.567 |
| TOTAL EXCLUDING HS 10 and HS 27 | | 4,883,650 | 7,987,767 | 2,592,235 | 4,879,679 | 2,291,415 | 3,108,088 | 3,104,117 | 0.531 | 0.611 |

British Columbia Exports and US Market Shares 1988 and 1994 (\$000's)

| CATEGORY | HS | 88 Exs Total | 94 Exs Total | 88 Exs USA | 94 Exs USA | 88 Exs ROW | 94 Exs ROW | Total Ex Growth | US Share 1988 | US Share 1994 |
|--|----|-----------------|-----------------|---------------|---------------|---------------|---------------|--------------------|------------------|------------------|
| Live Animals | 1 | 27,526 | 44,086 | 27,256 | 43,570 | 270 | 516 | 16,560 | 0.990 | 0.988 |
| Meat & Edible Offal | 2 | 35,178 | 32,661 | 21,907 | 15,191 | 13,271 | 17,471 | -2,517 | 0.623 | 0.465 |
| Fish and Shellfish | 3 | 570,403 | 800,264 | 140,426 | 327,385 | 429,977 | 472,878 | 229,861 | 0.246 | 0.409 |
| Dairy products; eggs; honey | 4 | 2,391 | 1,810 | 957 | 365 | 1,434 | 1,445 | -581 | 0.400 | 0.201 |
| Products of animal origin | 5 | 7,581 | 6,613 | 5,929 | 5,512 | 1,652 | 1,101 | -968 | 0.782 | 0.834 |
| Live trees and plants; bulbs; root; flower | 6 | 6,219 | 17,730 | 5,409 | 15,814 | 810 | 1,916 | 11,511 | 0.870 | 0.892 |
| Edible vegetables; roots; tubers | 7 | 55,321 | 55,771 | 10,640 | 27,386 | 44,681 | 28,386 | 450 | 0.192 | 0.491 |
| Edible fruit and nuts | 8 | 68,161 | 92,938 | 52,244 | 68,360 | 15,917 | 24,578 | 24,777 | 0.766 | 0.736 |
| Coffee, tea | 9 | 7,082 | 139 | 6,881 | 82 | 201 | 57 | -6,943 | 0.972 | 0.592 |
| Cereals | 10 | 34,790 | 25,335 | 6,037 | 10,061 | 28,753 | 15,273 | -9,455 | 0.174 | 0.397 |
| Products mill ind; malt; starches; gluten | 11 | 14,177 | 12,171 | 872 | 2,145 | 13,305 | 10,026 | -2,006 | 0.062 | 0.176 |
| Oil seed, misc. grain, seed, fruit | 12 | 124,188 | 61,383 | 18,671 | 9,556 | 105,517 | 51,827 | -62,805 | 0.150 | 0.156 |
| Lac; gums, resins, veg saps | 13 | 266 | 71 | 260 | 6 | 6 | 65 | -195 | 0.977 | 0.083 |
| Vegetable plaiting materials | 14 | 192 | 5 | 192 | 0 | 0 | 5 | -187 | 1.000 | 0.000 |
| Animal/vegetable fats, oils | 15 | 71,997 | 44,075 | 4,905 | 2,638 | 67,092 | 41,437 | -27,922 | 0.068 | 0.060 |
| Prep. meat, fish, molluscs | 16 | 138,708 | 120,342 | 17,663 | 29,425 | 121,045 | 90,917 | -18,366 | 0.127 | 0.245 |
| Sugars and sugar confectionery | 17 | 2,062 | 3,488 | 1,262 | 3,083 | 800 | 404 | 1,426 | 0.612 | 0.884 |
| Cocoa and cocoa preparations | 18 | 2,458 | 4,139 | 1,810 | 3,011 | 648 | 1,127 | 1,681 | 0.736 | 0.728 |
| Prep of cereal, flour, starch./milk | 19 | 9,225 | 40,331 | 7,754 | 39,903 | 1,471 | 428 | 31,106 | 0.841 | 0.989 |
| Prep of fruits, nuts | 20 | 16,182 | 25,943 | 5,091 | 17,333 | 11,091 | 8,609 | 9,761 | 0.315 | 0.668 |
| Misc. edible preparations | 21 | 3,063 | 10,447 | 1,974 | 6,925 | 1,089 | 3,522 | 7,384 | 0.644 | 0.663 |
| Beverages, spirits, vinegar | 22 | 27,581 | 86,854 | 22,721 | 79,836 | 4,860 | 7,018 | 59,273 | 0.824 | 0.919 |
| Residues and wastes from food ind | 23 | 76,643 | 75,716 | 26,509 | 50,035 | 50,134 | 25,681 | -927 | 0.346 | 0.661 |
| Tobacco and manuf. tobacco substit. | 24 | 354 | 49 | 354 | 49 | 0 | 0 | -305 | 1.000 | 1.000 |
| Salt; sulphur; earth and stone; plaster | 25 | 181,614 | 115,760 | 42,374 | 75,957 | 139,240 | 39,803 | -65,854 | 0.233 | 0.656 |
| Ores, slag, and ash | 26 | 1,034,748 | 557,030 | 9,481 | 51,355 | 1,025,267 | 505,675 | -477,718 | 0.009 | 0.092 |
| Mineral fuels, oils, prod of distillates | 27 | 2,096,434 | 2,203,910 | 573,065 | 874,058 | 1,523,369 | 1,329,852 | 107,476 | 0.273 | 0.397 |
| Inorg chemicals; comp prec metals; rad el | 28 | 54,914 | 146,936 | 41,012 | 96,267 | 13,902 | 50,670 | 92,022 | 0.747 | 0.655 |
| Organic chemicals | 29 | 137,666 | 432,740 | 50,668 | 236,869 | 86,998 | 195,871 | 295,074 | 0.368 | 0.547 |
| Pharmaceutical products | 30 | 7,262 | 5,118 | 899 | 2,042 | 6,363 | 3,076 | -2,144 | 0.124 | 0.399 |

British Columbia Exports and US Market Shares 1988 and 1994 (\$000's)

| CATEGORY | HS | 88 Exs Total | 94 Exs Total | 88 Exs USA | 94 Exs USA | 88 Exs ROW | 94 Exs ROW | Total Ex Growth | US Share 1988 | US Share 1994 |
|--|----|-----------------|-----------------|---------------|---------------|---------------|---------------|--------------------|------------------|------------------|
| Fertilizers | 31 | 35,473 | 32,704 | 25,324 | 29,337 | 10,149 | 3,366 | -2,769 | 0.714 | 0.897 |
| Tanning/dyeing extract; derivatives | 32 | 2,446 | 6,190 | 1,527 | 5,101 | 919 | 1,089 | 3,744 | 0.624 | 0.824 |
| Essential oils and resin; cosm/toilet prep | 33 | 2,915 | 6,327 | 2,334 | 3,874 | 581 | 2,452 | 3,412 | 0.801 | 0.612 |
| Soap, washing prep; surface agents | 34 | 664 | 5,159 | 494 | 4,156 | 170 | 1,003 | 4,495 | 0.744 | 0.806 |
| Albuminoidal subs; mod starches; glues | 35 | 3,501 | 8,010 | 446 | 1,073 | 3,055 | 6,937 | 4,509 | 0.127 | 0.134 |
| Explosives; matches | 36 | 207 | 10 | 205 | 10 | 2 | 1 | -197 | 0.990 | 0.949 |
| Photographic, cinematic goods | 37 | 1,100 | 6,588 | 1,017 | 6,204 | 83 | 384 | 5,488 | 0.925 | 0.942 |
| Misc. chemical products | 38 | 10,372 | 12,418 | 8,115 | 9,860 | 2,257 | 2,558 | 2,046 | 0.782 | 0.794 |
| Plastics and articles thereof | 39 | 49,541 | 103,492 | 37,520 | 93,183 | 12,021 | 10,309 | 53,951 | 0.757 | 0.900 |
| Rubber and articles thereof | 40 | 12,046 | 14,669 | 7,738 | 8,069 | 4,308 | 6,600 | 2,623 | 0.642 | 0.550 |
| Raw hides and skins, leather | 41 | 39,372 | 5,917 | 2,708 | 3,083 | 36,664 | 2,834 | -33,455 | 0.069 | 0.521 |
| Articles of leather; saddlery; luggage | 42 | 1,706 | 6,153 | 1,278 | 5,214 | 428 | 939 | 4,447 | 0.749 | 0.847 |
| Furskins and artificial fur | 43 | 15,260 | 5,390 | 9,819 | 3,863 | 5,441 | 1,527 | -9,870 | 0.643 | 0.717 |
| Wood and articles of wood; charcoal | 44 | 4,951,004 | 8,755,325 | 2,829,584 | 5,572,647 | 2,121,420 | 3,182,679 | 3,804,321 | 0.572 | 0.636 |
| Cork and articles of cork | 45 | 107 | 15 | 107 | 4 | 0 | 11 | -92 | 1.000 | 0.293 |
| Manufactures of straw | 46 | 4 | 39 | 4 | 16 | 0 | 23 | 35 | 1.000 | 0.403 |
| Pulp of wood; cellulosic mat; waste | 47 | 3,362,332 | 3,554,035 | 776,407 | 1,084,090 | 2,585,925 | 2,469,944 | 191,703 | 0.231 | 0.305 |
| Paper and paperboard | 48 | 1,538,080 | 1,840,530 | 1,015,018 | 1,137,430 | 523,062 | 703,100 | 302,450 | 0.660 | 0.618 |
| Printed books, newspapers, pictures | 49 | 28,680 | 55,852 | 26,844 | 52,844 | 1,836 | 3,008 | 27,172 | 0.936 | 0.946 |
| Silk | 50 | 158 | 1 | 146 | 1 | 12 | 0 | -157 | 0.924 | 1.000 |
| Wool, animal hair, yarn and fabric | 51 | 208 | 51 | 43 | 13 | 165 | 37 | -157 | 0.207 | 0.260 |
| Cotton | 52 | 197 | 125 | 92 | 10 | 105 | 115 | -72 | 0.467 | 0.079 |
| Other veg textile fibres; paper yarn | 53 | 1,745 | 12 | 1,720 | 9 | 25 | 3 | -1,733 | 0.986 | 0.733 |
| Man-made filaments | 54 | 70 | 135 | 29 | 24 | 41 | 111 | 65 | 0.414 | 0.176 |
| Man-made staple fibres | 55 | 3,063 | 124 | 431 | 95 | 2,632 | 29 | -2,939 | 0.141 | 0.766 |
| Wadding, felt, twine, cordage | 56 | 1,742 | 2,583 | 1,734 | 2,167 | 8 | 416 | 841 | 0.995 | 0.839 |
| Carpets and textile floor coverings | 57 | 319 | 562 | 243 | 160 | 76 | 402 | 243 | 0.762 | 0.285 |
| Special woven fabrics; lace; tapestries | 58 | 291 | 97 | 238 | 72 | 53 | 24 | -194 | 0.818 | 0.747 |
| Impreg, coated, cover/laminated tex fabr | 59 | 2,692 | 3,960 | 1,439 | 1,673 | 1,253 | 2,287 | 1,268 | 0.535 | 0.423 |
| Knitted or crocheted fabrics | 60 | 3 | 109 | 0 | 10 | 3 | 100 | 106 | 0.000 | 0.088 |

British Columbia Exports and US Market Shares 1988 and 1994 (\$000's)

| CATEGORY | HS | 88 Exs Total | 94 Exs Total | 88 Exs USA | 94 Exs USA | 88 Exs ROW | 94 Exs ROW | Total Ex Growth | US Share 1988 | US Share 1994 |
|---|----|-----------------|-----------------|---------------|---------------|---------------|---------------|--------------------|------------------|------------------|
| Art of apparel, clothing access, knitted | 61 | 15,215 | 75,904 | 13,744 | 70,768 | 1,471 | 5,137 | 60,689 | 0.903 | 0.932 |
| Art of apparel, clothing access not knitted | 62 | 11,686 | 33,380 | 11,158 | 27,955 | 528 | 5,425 | 21,694 | 0.955 | 0.837 |
| Other made up text art; sets | 63 | 2,846 | 7,408 | 2,527 | 3,694 | 319 | 3,714 | 4,562 | 0.888 | 0.499 |
| Footwear; gaiters | 64 | 498 | 2,016 | 209 | 849 | 289 | 1,167 | 1,518 | 0.420 | 0.421 |
| Headgear and parts thereof | 65 | 253 | 480 | 146 | 396 | 107 | 84 | 227 | 0.577 | 0.824 |
| Umbrellas, walking sticks, whips, etc | 66 | 139 | 329 | 126 | 87 | 13 | 242 | 190 | 0.906 | 0.263 |
| Prep feathers and down; artif flowers | 67 | 178 | 77 | 130 | 63 | 48 | 14 | -101 | 0.730 | 0.821 |
| Art of stone, plaster, cement, mica | 68 | 18,298 | 29,286 | 16,056 | 28,351 | 2,242 | 936 | 10,988 | 0.877 | 0.968 |
| Ceramic products | 69 | 5,767 | 3,567 | 5,517 | 1,822 | 250 | 1,745 | -2,200 | 0.957 | 0.511 |
| Glass and glassware | 70 | 33,439 | 28,443 | 27,646 | 26,155 | 5,793 | 2,288 | -4,996 | 0.827 | 0.920 |
| Natural/cultured pearls, prec stones met | 71 | 88,895 | 133,115 | 79,978 | 106,468 | 8,917 | 26,647 | 44,220 | 0.900 | 0.800 |
| Iron and steel | 72 | 77,567 | 104,063 | 69,517 | 92,470 | 8,050 | 11,592 | 26,496 | 0.896 | 0.889 |
| Articles of iron and steel | 73 | 105,055 | 179,063 | 97,327 | 165,829 | 7,728 | 13,234 | 74,008 | 0.926 | 0.926 |
| Copper and articles thereof | 74 | 33,146 | 24,565 | 23,528 | 8,388 | 9,618 | 16,177 | -8,581 | 0.710 | 0.341 |
| Nickel and articles thereof | 75 | 1,144 | 840 | 423 | 170 | 721 | 670 | -304 | 0.370 | 0.202 |
| Aluminum and articles thereof | 76 | 593,690 | 536,985 | 98,686 | 91,748 | 495,004 | 445,237 | -56,705 | 0.166 | 0.171 |
| Lead and articles threof | 78 | 104,539 | 44,274 | 62,403 | 36,804 | 42,136 | 7,470 | -60,265 | 0.597 | 0.831 |
| Zinc and articles thereof | 79 | 398,513 | 232,733 | 273,021 | 180,234 | 125,492 | 52,499 | -165,780 | 0.685 | 0.774 |
| Tin and articles thereor | 80 | 102 | 149 | 18 | 19 | 84 | 130 | 47 | 0.176 | 0.127 |
| Other base metals articles thereof | 81 | 21,580 | 7,778 | 6,264 | 4,356 | 15,316 | 3,423 | -13,802 | 0.290 | 0.560 |
| Tools, implements, cutlery | 82 | 5,174 | 16,539 | 3,462 | 14,277 | 1,712 | 2,262 | 11,365 | 0.669 | 0.863 |
| Misc articles of base metals | 83 | 4,147 | 25,369 | 3,812 | 24,102 | 335 | 1,268 | 21,222 | 0.919 | 0.950 |
| Machinery, boilers, mech appl, engines | 84 | 376,385 | 567,561 | 281,165 | 409,732 | 95,220 | 157,829 | 191,176 | 0.747 | 0.722 |
| Elec mchy equip parts; sound recorders | 85 | 77,929 | 371,689 | 54,544 | 269,276 | 23,385 | 102,413 | 293,760 | 0.700 | 0.724 |
| Railw/trams loco, rolling stock, parts | 86 | 6,065 | 2,516 | 1,846 | 2,150 | 4,219 | 366 | -3,549 | 0.304 | 0.855 |
| Vehicles o/t railw/tram roll stock, prt | 87 | 263,900 | 364,952 | 218,635 | 256,365 | 45,265 | 108,586 | 101,052 | 0.828 | 0.702 |
| Aircraft,spacecraft, parts | 88 | 29,256 | 22,816 | 19,415 | 19,508 | 9,841 | 3,308 | -6,440 | 0.664 | 0.855 |
| Ships, boats, floating structures | 89 | 40,016 | 42,540 | 31,845 | 31,145 | 8,171 | 11,395 | 2,524 | 0.796 | 0.732 |
| Optical, photo, cine, meas, precision | 90 | 44,889 | 130,811 | 28,359 | 91,991 | 16,530 | 38,819 | 85,922 | 0.632 | 0.703 |
| Clocks and watches, parts | 91 | 480 | 281 | 383 | 173 | 97 | 108 | -199 | 0.798 | 0.617 |

British Columbia Exports and US Market Shares 1988 and 1994 (\$000's)

| CATEGORY | HS | 88 Exs Total | 94 Exs Total | 88 Exs USA | 94 Exs USA | 88 Exs ROW | 94 Exs ROW | Total Ex Growth | US Share 1988 | US Share 1994 |
|--|----|-----------------|-----------------|---------------|---------------|---------------|---------------|--------------------|------------------|------------------|
| Musical instruments, parts | 92 | 1,239 | 1,474 | 613 | 1,136 | 626 | 339 | 235 | 0.495 | 0.770 |
| Arms and ammun, parts | 93 | 3,556 | 314 | 3,516 | 278 | 40 | 36 | -3,242 | 0.989 | 0.885 |
| Furniture, bedding | 94 | 53,832 | 141,262 | 38,480 | 78,644 | 15,352 | 62,618 | 87,430 | 0.715 | 0.557 |
| Toys, games, sports requisites, parts | 95 | 15,273 | 19,910 | 12,979 | 14,382 | 2,294 | 5,528 | 4,637 | 0.850 | 0.722 |
| Misc. manufactured articles | 96 | 1,048 | 535 | 746 | 343 | 302 | 192 | -513 | 0.712 | 0.641 |
| Works of art, collectors pieces | 97 | 10,033 | 11,900 | 6,016 | 10,335 | 4,017 | 1,565 | 1,867 | 0.600 | 0.868 |
| Special classif. provisions | 98 | 23,661 | 57,900 | 12,873 | 21,970 | 10,788 | 35,930 | 34,239 | 0.544 | 0.379 |
| Special transaction-trade | 99 | 70,043 | 139,391 | 67,714 | 126,587 | 2,329 | 12,804 | 69,348 | 0.967 | 0.908 |
| TOTAL | | 17,419,160 | 22,812,649 | 7,432,654 | 12,337,530 | 9,986,506 | 10,475,120 | 5,393,489 | 0.427 | 0.541 |
| TOTAL EXCLUDING HS 10 | | 17,384,370 | 22,787,315 | 7,426,617 | 12,327,468 | 9,957,753 | 10,459,846 | 5,402,945 | 0.427 | 0.541 |
| TOTAL EXCLUDING HS 27 | | 15,322,726 | 20,608,739 | 6,859,589 | 11,463,472 | 8,463,137 | 9,145,267 | 5,286,013 | 0.448 | 0.556 |
| TOTAL EXCLUDING HS 10 and HS 27 | | 15,287,936 | 20,583,404 | 6,853,552 | 11,453,410 | 8,434,384 | 9,129,994 | 5,295,468 | 0.448 | 0.556 |

Manitoba Exports and US Market Shares 1988 and 1994 (\$000's)

| CATEGORY | HS | 88 Exs Total | 94 Exs Total | 88 Exs USA | 94 Exs USA | 88 Exs ROW | 94 Exs ROW | Total Ex Growth | US Share Year 88 | US Share Year 94 |
|--|----|-----------------|-----------------|---------------|---------------|---------------|---------------|--------------------|---------------------|---------------------|
| Live Animals | 1 | 93,313 | 186,989 | 93,109 | 186,989 | 204 | 0 | 93,676 | 0.998 | 1.000 |
| Meat & Edible Offal | 2 | 72,907 | 86,471 | 63,207 | 53,897 | 9,700 | 32,575 | 13,564 | 0.867 | 0.623 |
| Fish and Shellfish | 3 | 48,786 | 34,533 | 29,497 | 22,956 | 19,289 | 11,576 | -14,253 | 0.605 | 0.665 |
| Dairy products; eggs; honey | 4 | 11,739 | 10,326 | 4,377 | 5,760 | 7,362 | 4,566 | -1,413 | 0.373 | 0.558 |
| Products of animal origin | 5 | 2,394 | 1,547 | 1,812 | 1,443 | 582 | 104 | -847 | 0.757 | 0.933 |
| Live trees and plants; bulbs; root; flower | 6 | 54 | 87 | 54 | 87 | 0 | 0 | 33 | 1.000 | 1.000 |
| Edible vegetables; roots; tubers | 7 | 52,559 | 108,503 | 4,871 | 13,722 | 47,688 | 94,780 | 55,944 | 0.093 | 0.126 |
| Edible fruit and nuts | 8 | 172 | 28 | 121 | 5 | 51 | 23 | -144 | 0.703 | 0.178 |
| Coffee, tea | 9 | 111 | 6,883 | 111 | 6,882 | 0 | 2 | 6,772 | 1.000 | 1.000 |
| Cereals | 10 | 666,326 | 696,728 | 25,407 | 141,071 | 640,919 | 555,658 | 30,402 | 0.038 | 0.202 |
| Products mill ind; malt; starches; gluten | 11 | 8,623 | 46,086 | 4,911 | 26,698 | 3,712 | 19,388 | 37,463 | 0.570 | 0.579 |
| Oil seed, misc. grain, seed, fruit | 12 | 237,684 | 521,431 | 50,428 | 101,105 | 187,256 | 420,326 | 283,747 | 0.212 | 0.194 |
| Lac; gums, resins, veg saps | 13 | 0 | 28 | 0 | 28 | 0 | 0 | 28 | | 1.000 |
| Vegetable plaiting materials | 14 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | | |
| Animal/vegetable fats, oils | 15 | 81,272 | 64,768 | 46,376 | 50,513 | 34,896 | 14,255 | -16,504 | 0.571 | 0.780 |
| Prep. meat, fish, molluscs | 16 | 212 | 208 | 56 | 63 | 156 | 145 | -4 | 0.264 | 0.302 |
| Sugars and sugar confectionery | 17 | 3,972 | 27,886 | 3,696 | 27,819 | 276 | 68 | 23,914 | 0.931 | 0.998 |
| Cocoa and cocoa preparations | 18 | 30 | 0 | 30 | 0 | 0 | 0 | -30 | 1.000 | |
| Prep of cereal, flour, starch,/milk | 19 | 965 | 512 | 909 | 459 | 56 | 53 | -453 | 0.942 | 0.896 |
| Prep of fruits, nuts | 20 | 12,008 | 2,802 | 3,090 | 2,663 | 8,918 | 139 | -9,206 | 0.257 | 0.950 |
| Misc. edible preparations | 21 | 1,035 | 1,957 | 988 | 1,040 | 47 | 917 | 922 | 0.955 | 0.531 |
| Beverages, spirits, vinegar | 22 | 7,386 | 3,123 | 7,145 | 3,118 | 241 | 5 | -4,263 | 0.967 | 0.999 |
| Residues and wastes from food ind | 23 | 15,939 | 52,605 | 13,312 | 39,566 | 2,627 | 13,039 | 36,666 | 0.835 | 0.752 |
| Tobacco and manuf. tobacco substit. | 24 | 0 | 116 | 0 | 0 | 0 | 116 | 116 | | 0.000 |
| Salt; sulphur; earth and stone; plaster | 25 | 15,917 | 12,308 | 5,093 | 11,481 | 10,824 | 827 | -3,609 | 0.320 | 0.933 |
| Ores, slag, and ash | 26 | 2,587 | 18,938 | 1,716 | 16,224 | 871 | 2,714 | 16,351 | 0.663 | 0.857 |
| Mineral fuels, oils, prod of distillates | 27 | 111,046 | 571,578 | 111,017 | 571,527 | 29 | 51 | 460,532 | 1.000 | 1.000 |
| Inorg chemicals; comp prec metals; rad el | 28 | 17,237 | 50,258 | 9,191 | 43,703 | 8,046 | 6,555 | 33,021 | 0.533 | 0.870 |
| Organic chemicals | 29 | 1,337 | 1,388 | 1,119 | 1,356 | 218 | 32 | 51 | 0.837 | 0.977 |
| Pharmaceutical products | 30 | 396 | 6,557 | 93 | 5,916 | 303 | 641 | 6,161 | 0.235 | 0.902 |

Manitoba Exports and US Market Shares 1988 and 1994 (\$000's)

| CATEGORY | HS | 88 Exs Total | 94 Exs Total | 88 Exs USA | 94 Exs USA | 88 Exs ROW | 94 Exs ROW | Total Ex Growth | US Share Year 88 | US Share Year 94 |
|--|----|-----------------|-----------------|---------------|---------------|---------------|---------------|--------------------|---------------------|---------------------|
| Fertilizers | 31 | 29,374 | 23,540 | 25,126 | 23,488 | 4,248 | 52 | -5,834 | 0.855 | 0.998 |
| Tanning/dyeing extract; derivatives | 32 | 769 | 1,859 | 758 | 1,847 | 11 | 11 | 1,090 | 0.986 | 0.994 |
| Essential oils and resin; cosm/toilet prep | 33 | 103 | 705 | 103 | 640 | 0 | 65 | 602 | 1.000 | 0.908 |
| Soap, washing prep; surface agents | 34 | 223 | 1,124 | 203 | 1,089 | 20 | 35 | 901 | 0.910 | 0.969 |
| Albuminoidal subs; mod starches; glues | 35 | 2,947 | 4,344 | 273 | 1,384 | 2,674 | 2,960 | 1,397 | 0.093 | 0.319 |
| Explosives; matches | 36 | 0 | 64 | 0 | 0 | 0 | 64 | 64 | | 0.000 |
| Photographic, cinematic goods | 37 | 172 | 67 | 172 | 67 | 0 | 0 | -105 | 1.000 | 1.000 |
| Misc. chemical products | 38 | 1,616 | 2,890 | 1,543 | 2,655 | 73 | 235 | 1,274 | 0.955 | 0.919 |
| Plastics and articles thereof | 39 | 50,594 | 77,562 | 47,039 | 75,462 | 3,555 | 2,100 | 26,968 | 0.930 | 0.973 |
| Rubber and articles thereof | 40 | 1,603 | 2,617 | 1,440 | 2,610 | 163 | 8 | 1,014 | 0.898 | 0.997 |
| Raw hides and skins, leather | 41 | 9,233 | 35,614 | 6,820 | 26,727 | 2,413 | 8,887 | 26,381 | 0.739 | 0.750 |
| Articles of leather; saddlery; luggage | 42 | 4,830 | 5,207 | 4,639 | 5,177 | 191 | 30 | 377 | 0.960 | 0.994 |
| Furskins and artificial fur | 43 | 6,878 | 8,939 | 6,208 | 8,137 | 670 | 803 | 2,061 | 0.903 | 0.910 |
| Wood and articles of wood; charcoal | 44 | 51,904 | 126,103 | 4,763 | 124,989 | 47,141 | 1,114 | 74,199 | 0.092 | 0.991 |
| Cork and articles of cork | 45 | 0 | 3 | 0 | 3 | 0 | 0 | 3 | | 1.000 |
| Manufactures of straw | 46 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | | |
| Pulp of wood; cellulosic mat; waste | 47 | 10,333 | 14,911 | 9,901 | 14,895 | 432 | 16 | 4,578 | 0.958 | 0.999 |
| Paper and paperboard | 48 | 108,778 | 136,856 | 104,581 | 119,780 | 4,197 | 17,076 | 28,078 | 0.961 | 0.875 |
| Printed books, newspapers, pictures | 49 | 14,098 | 30,183 | 11,163 | 22,517 | 2,935 | 7,666 | 16,085 | 0.792 | 0.746 |
| Silk | 50 | 0 | 18 | 0 | 0 | 0 | 18 | 18 | | 0.000 |
| Wool, animal hair, yarn and fabric | 51 | 363 | 2 | 360 | 2 | 3 | 0 | -361 | 0.992 | 1.000 |
| Cotton | 52 | 78 | 27 | 68 | 7 | 10 | 20 | -51 | 0.872 | 0.261 |
| Other veg textile fibres; paper yarn | 53 | 20,791 | 12,916 | 20,733 | 12,916 | 58 | 0 | -7,875 | 0.997 | 1.000 |
| Man-made filaments | 54 | 650 | 2,421 | 547 | 2,340 | 103 | 81 | 1,771 | 0.842 | 0.966 |
| Man-made staple fibres | 55 | 701 | 312 | 701 | 210 | 0 | 102 | -389 | 1.000 | 0.673 |
| Wadding, felt, twine, cordage | 56 | 4,567 | 224 | 4,558 | 224 | 9 | 0 | -4,343 | 0.998 | 1.000 |
| Carpets and textile floor coverings | 57 | 76 | 6 | 62 | 6 | 14 | 0 | -70 | 0.816 | 1.000 |
| Special woven fabrics; lace; tapestries | 58 | 172 | 578 | 147 | 578 | 25 | 0 | 406 | 0.855 | 1.000 |
| Impreg, coated, cover/laminated tex fabr | 59 | 626 | 125 | 622 | 112 | 4 | 13 | -501 | 0.994 | 0.893 |
| Knitted or crocheted fabrics | 60 | 537 | 478 | 533 | 338 | 4 | 140 | -59 | 0.993 | 0.707 |

Manitoba Exports and US Market Shares 1988 and 1994 (\$000's)

| CATEGORY | HS | 88 Exs Total | 94 Exs Total | 88 Exs USA | 94 Exs USA | 88 Exs ROW | 94 Exs ROW | Total Ex Growth | US Share Year 88 | US Share Year 94 |
|---|----|-----------------|-----------------|---------------|---------------|---------------|---------------|--------------------|---------------------|---------------------|
| Art of apparel, clothing access, knitted | 61 | 4,810 | 12,791 | 4,627 | 12,580 | 183 | 211 | 7,981 | 0.962 | 0.984 |
| Art of apparel, clothing access not knitted | 62 | 9,423 | 32,255 | 9,162 | 31,686 | 261 | 569 | 22,832 | 0.972 | 0.982 |
| Other made up text art; sets | 63 | 1,269 | 905 | 1,161 | 755 | 108 | 150 | -364 | 0.915 | 0.834 |
| Footwear; gaiters | 64 | 134 | 231 | 108 | 199 | 26 | 32 | 97 | 0.806 | 0.862 |
| Headgear and parts thereof | 65 | 87 | 779 | 87 | 766 | 0 | 12 | 692 | 1.000 | 0.984 |
| Umbrellas, walking sticks, whips, etc | 66 | 52 | 58 | 7 | 52 | 45 | 6 | 6 | 0.135 | 0.892 |
| Prep feathers and down; artif flowers | 67 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | | |
| Art of stone, plaster, cement, mica | 68 | 3,479 | 8,108 | 3,327 | 8,099 | 152 | 8 | 4,629 | 0.956 | 0.999 |
| Ceramic products | 69 | 199 | 6 | 199 | 6 | 0 | 0 | -193 | 1.000 | 1.000 |
| Glass and glassware | 70 | 2,001 | 1,364 | 2,001 | 1,359 | 0 | 5 | -637 | 1.000 | 0.996 |
| Natural/cultured pearls, prec stones metz | 71 | 3,469 | 1,919 | 3,075 | 1,919 | 394 | 0 | -1,550 | 0.886 | 1.000 |
| Iron and steel | 72 | 40,310 | 53,713 | 38,646 | 52,269 | 1,664 | 1,444 | 13,403 | 0.959 | 0.973 |
| Articles of iron and steel | 73 | 13,702 | 29,992 | 12,272 | 28,964 | 1,430 | 1,028 | 16,290 | 0.896 | 0.966 |
| Copper and articles thereof | 74 | 5,047 | 5,156 | 4,627 | 5,077 | 420 | 79 | 109 | 0.917 | 0.985 |
| Nickel and articles thereof | 75 | 579 | 166,513 | 484 | 28,391 | 95 | 138,122 | 165,934 | 0.836 | 0.171 |
| Aluminum and articles thereof | 76 | 15,563 | 11,997 | 15,004 | 11,535 | 559 | 461 | -3,566 | 0.964 | 0.962 |
| Lead and articles threof | 78 | 263 | 1,346 | 194 | 1,346 | 69 | 0 | 1,083 | 0.738 | 1.000 |
| Zinc and articles thereof | 79 | 3,326 | 15,178 | 2,886 | 15,155 | 440 | 22 | 11,852 | 0.868 | 0.999 |
| Tin and articles thereor | 80 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | | |
| Other base metals articles thereof | 81 | 242 | 328 | 242 | 292 | 0 | 36 | 86 | 1.000 | 0.891 |
| Tools, implements, cutlery | 82 | 2,321 | 1,507 | 2,106 | 1,024 | 215 | 484 | -814 | 0.907 | 0.679 |
| Misc articles of base metals | 83 | 1,020 | 1,065 | 883 | 939 | 137 | 126 | 45 | 0.866 | 0.881 |
| Machinery, boilers, mech appl, engines | 84 | 359,297 | 321,254 | 317,592 | 294,633 | 41,705 | 26,622 | -38,043 | 0.884 | 0.917 |
| Elec mchy equip parts; sound recorders | 85 | 63,062 | 102,665 | 59,467 | 92,960 | 3,595 | 9,705 | 39,603 | 0.943 | 0.905 |
| Railw/trams loco, rolling stock, parts | 86 | 18,101 | 23,739 | 17,751 | 23,739 | 350 | 0 | 5,638 | 0.981 | 1.000 |
| Vehicles o/t railw/tram roll stock, prt | 87 | 196,459 | 607,744 | 188,871 | 604,005 | 7,588 | 3,739 | 411,285 | 0.961 | 0.994 |
| Aircraft,spacecraft, parts | 88 | 88,717 | 119,073 | 85,811 | 117,221 | 2,906 | 1,851 | 30,356 | 0.967 | 0.984 |
| Ships, boats, floating structures | 89 | 2,535 | 740 | 2,535 | 740 | 0 | 0 | -1,795 | 1.000 | 1.000 |
| Optical, photo, cine, meas, precision | 90 | 3,528 | 12,612 | 3,115 | 9,706 | 413 | 2,906 | 9,084 | 0.883 | 0.770 |
| Clocks and watches, parts | 91 | 63 | 114 | 53 | 114 | 10 | 0 | 51 | 0.841 | 1.000 |

Manitoba Exports and US Market Shares 1988 and 1994 (\$000's)

| CATEGORY | HS | 88 Exs Total | 94 Exs Total | 88 Exs USA | 94 Exs USA | 88 Exs ROW | 94 Exs ROW | Total Ex Growth | US Share Year 88 | US Share Year 94 |
|---------------------------------------|-----------|-------------------------|-------------------------|-----------------------|-----------------------|-----------------------|-----------------------|----------------------------|-----------------------------|-----------------------------|
| Musical instruments, parts | 92 | 40 | 581 | 40 | 3 | 0 | 578 | 541 | 1.000 | 0.005 |
| Arms and ammun, parts | 93 | 2,480 | 386 | 1,806 | 3 | 674 | 384 | -2,094 | 0.728 | 0.007 |
| Furniture, bedding | 94 | 32,732 | 95,386 | 32,108 | 92,020 | 624 | 3,366 | 62,654 | 0.981 | 0.965 |
| Toys, games, sports requisites, parts | 95 | 1,092 | 14,846 | 474 | 13,237 | 618 | 1,609 | 13,754 | 0.434 | 0.892 |
| Misc. manufactured articles | 96 | 993 | 61 | 918 | 42 | 75 | 19 | -932 | 0.924 | 0.695 |
| Works of art, collectors pieces | 97 | 1,107 | 1,270 | 950 | 1,139 | 157 | 131 | 163 | 0.858 | 0.897 |
| Special classif. provisions | 98 | 23,801 | 45,610 | 17,268 | 36,580 | 6,533 | 9,030 | 21,809 | 0.726 | 0.802 |
| Special transaction-trade | 99 | 226,945 | 35,283 | 133,092 | 34,796 | 93,853 | 487 | -191,662 | 0.586 | 0.986 |
| TOTAL | | 2,916,271 | 4,730,912 | 1,697,748 | 3,307,641 | 1,218,523 | 1,423,271 | 1,814,641 | 0.582 | 0.699 |

Saskatchewan Exports and US Market Shares 1988 and 1994 (\$000's)

| CATEGORY | HS | 88 Exs Total | 94 Exs Total | 88 Exs USA | 94 Exs USA | 88 Exs ROW | 94 Exs ROW | Total Ex Growth | US Share Year 88 | US Share Year 94 |
|--|----|-----------------|-----------------|---------------|---------------|---------------|---------------|--------------------|---------------------|---------------------|
| Live Animals | 1 | 45,203 | 218,904 | 44,518 | 218,805 | 685 | 99 | 173,701 | 0.985 | 1.000 |
| Meat & Edible Offal | 2 | 57,063 | 68,651 | 53,258 | 56,487 | 3,805 | 12,163 | 11,588 | 0.933 | 0.823 |
| Fish and Shellfish | 3 | 450 | 193 | 114 | 162 | 336 | 31 | -257 | 0.253 | 0.839 |
| Dairy products; eggs; honey | 4 | 1,608 | 4,123 | 572 | 132 | 1,036 | 3,991 | 2,515 | 0.356 | 0.032 |
| Products of animal origin | 5 | 50 | 569 | 43 | 561 | 7 | 7 | 519 | 0.860 | 0.987 |
| Live trees and plants; bulbs; root; flower | 6 | 4 | 94 | 4 | 94 | 0 | 0 | 90 | 1.000 | 1.000 |
| Edible vegetables; roots; tubers | 7 | 14,965 | 161,032 | 2,179 | 5,099 | 12,786 | 155,933 | 146,067 | 0.146 | 0.032 |
| Edible fruit and nuts | 8 | 60 | 93 | 57 | 93 | 3 | 0 | 33 | 0.950 | 1.000 |
| Coffee, tea | 9 | 0 | 522 | 0 | 516 | 0 | 6 | 522 | | 0.989 |
| Cereals | 10 | 2,876,725 | 2,338,181 | 67,514 | 371,342 | 2,809,211 | 1,966,839 | -538,544 | 0.023 | 0.159 |
| Products mill ind; malt; starches; gluten | 11 | 9,595 | 33,574 | 3,981 | 8,426 | 5,614 | 25,149 | 23,979 | 0.415 | 0.251 |
| Oil seed, misc. grain, seed, fruit | 12 | 337,443 | 723,300 | 21,680 | 90,740 | 315,763 | 632,560 | 385,857 | 0.064 | 0.125 |
| Lac; gums, resins, veg saps | 13 | 113 | 10 | 113 | 10 | 0 | 0 | -103 | 1.000 | 1.000 |
| Vegetable plaiting materials | 14 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | | |
| Animal/vegetable fats, oils | 15 | 11,597 | 4,119 | 3,182 | 2,859 | 8,415 | 1,259 | -7,478 | 0.274 | 0.694 |
| Prep. meat, fish, molluscs | 16 | 6,186 | 5,587 | 6,160 | 4,861 | 26 | 727 | -599 | 0.996 | 0.870 |
| Sugars and sugar confectionery | 17 | 0 | 15 | 0 | 15 | 0 | 0 | 15 | | 1.000 |
| Cocoa and cocoa preparations | 18 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | | |
| Prep of cereal, flour, starch,/milk | 19 | 1,855 | 641 | 83 | 107 | 1,772 | 534 | -1,214 | 0.045 | 0.167 |
| Prep of fruits, nuts | 20 | 32 | 41 | 14 | 8 | 18 | 33 | 9 | 0.438 | 0.200 |
| Misc. edible preparations | 21 | 148 | 119 | 143 | 31 | 5 | 88 | -29 | 0.966 | 0.265 |
| Beverages, spirits, vinegar | 22 | 199 | 8 | 199 | 8 | 0 | 0 | -191 | 1.000 | 1.000 |
| Residues and wastes from food ind | 23 | 3,338 | 14,824 | 697 | 1,534 | 2,641 | 13,290 | 11,486 | 0.209 | 0.103 |
| Tobacco and manuf. tobacco substit. | 24 | 2 | 0 | 2 | 0 | 0 | 0 | -2 | 1.000 | |
| Salt; sulphur; earth and stone; plaster | 25 | 2,395 | 4,527 | 2,249 | 4,503 | 146 | 24 | 2,132 | 0.939 | 0.995 |
| Ores, slag, and ash | 26 | 1,396 | 11 | 1,391 | 11 | 5 | 0 | -1,385 | 0.996 | 1.000 |
| Mineral fuels, oils, prod of distillates | 27 | 728,597 | 1,442,415 | 728,585 | 1,434,859 | 12 | 7,555 | 713,818 | 1.000 | 0.995 |
| Inorg chemicals; comp prec metals; rad el | 28 | 78,108 | 184,906 | 71,845 | 165,711 | 6,263 | 19,195 | 106,798 | 0.920 | 0.896 |
| Organic chemicals | 29 | 5,749 | 652 | 5,749 | 154 | 0 | 498 | -5,097 | 1.000 | 0.237 |
| Pharmaceutical products | 30 | 154 | 392 | 29 | 268 | 125 | 124 | 238 | 0.188 | 0.684 |

Saskatchewan Exports and US Market Shares 1988 and 1994 (\$000's)

| CATEGORY | HS | 88 Exs Total | 94 Exs Total | 88 Exs USA | 94 Exs USA | 88 Exs ROW | 94 Exs ROW | Total Ex Growth | US Share Year 88 | US Share Year 94 |
|--|----|-----------------|-----------------|---------------|---------------|---------------|---------------|--------------------|---------------------|---------------------|
| Fertilizers | 31 | 1,168,671 | 1,519,579 | 618,920 | 950,761 | 549,751 | 568,817 | 350,908 | 0.530 | 0.626 |
| Tanning/dyeing extract; derivatives | 32 | 379 | 40 | 333 | 40 | 46 | 0 | -339 | 0.879 | 1.000 |
| Essential oils and resin; cosm/toilet prep | 33 | 1 | 1,044 | 1 | 719 | 0 | 325 | 1,043 | 1.000 | 0.689 |
| Soap, washing prep; surface agents | 34 | 129 | 647 | 88 | 647 | 41 | 0 | 518 | 0.682 | 1.000 |
| Albuminoidal subs; mod starches; glues | 35 | 0 | 164 | 0 | 0 | 0 | 164 | 164 | | 0.000 |
| Explosives; matches | 36 | 35 | 0 | 35 | 0 | 0 | 0 | -35 | 1.000 | |
| Photographic, cinematic goods | 37 | 0 | 15 | 0 | 15 | 0 | 0 | 15 | | 1.000 |
| Misc. chemical products | 38 | 11,144 | 44,079 | 11,106 | 43,981 | 38 | 98 | 32,935 | 0.997 | 0.998 |
| Plastics and articles thereof | 39 | 4,737 | 7,472 | 4,219 | 7,402 | 518 | 71 | 2,735 | 0.891 | 0.991 |
| Rubber and articles thereof | 40 | 333 | 433 | 110 | 419 | 223 | 14 | 100 | 0.330 | 0.968 |
| Raw hides and skins, leather | 41 | 1,183 | 1,307 | 1,183 | 373 | 0 | 933 | 124 | 1.000 | 0.286 |
| Articles of leather; saddlery; luggage | 42 | 73 | 77 | 73 | 75 | 0 | 2 | 4 | 1.000 | 0.978 |
| Furskins and artificial fur | 43 | 51 | 84 | 24 | 84 | 27 | 0 | 33 | 0.471 | 1.000 |
| Wood and articles of wood; charcoal | 44 | 24,067 | 50,428 | 23,849 | 50,145 | 218 | 283 | 26,361 | 0.991 | 0.994 |
| Cork and articles of cork | 45 | 26 | 0 | 26 | 0 | 0 | 0 | -26 | 1.000 | |
| Manufactures of straw | 46 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | | |
| Pulp of wood; cellulosic mat; waste | 47 | 176,185 | 181,728 | 95,718 | 18,874 | 80,467 | 162,854 | 5,543 | 0.543 | 0.104 |
| Paper and paperboard | 48 | 19,194 | 72,619 | 19,088 | 72,591 | 106 | 29 | 53,425 | 0.994 | 1.000 |
| Printed books, newspapers, pictures | 49 | 1,963 | 6,682 | 1,862 | 6,681 | 101 | 1 | 4,719 | 0.949 | 1.000 |
| Silk | 50 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | | |
| Wool, animal hair, yarn and fabric | 51 | 0 | 7 | 0 | 7 | 0 | 0 | 7 | | 1.000 |
| Cotton | 52 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | | 1.000 |
| Other veg textile fibres; paper yarn | 53 | 4,271 | 2,298 | 2,967 | 2,298 | 1,304 | 0 | -1,973 | 0.695 | 1.000 |
| Man-made filaments | 54 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | | |
| Man-made staple fibres | 55 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | | |
| Wadding, felt, twine, cordage | 56 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | | 1.000 |
| Carpets and textile floor coverings | 57 | 0 | 4 | 0 | 4 | 0 | 0 | 4 | | 1.000 |
| Special woven fabrics; lace; tapestries | 58 | 14 | 0 | 14 | 0 | 0 | 0 | -14 | 1.000 | |
| Impreg, coated, cover/laminated tex fabr | 59 | 3 | 38 | 0 | 38 | 3 | 0 | 35 | 0.000 | 1.000 |
| Knitted or crocheted fabrics | 60 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | | |

Saskatchewan Exports and US Market Shares 1988 and 1994 (\$000's)

| CATEGORY | HS | 88 Exs Total | 94 Exs Total | 88 Exs USA | 94 Exs USA | 88 Exs ROW | 94 Exs ROW | Total Ex Growth | US Share Year 88 | US Share Year 94 |
|---|----|-----------------|-----------------|---------------|---------------|---------------|---------------|--------------------|---------------------|---------------------|
| Art of apparel, clothing access, knitted | 61 | 0 | 30 | 0 | 29 | 0 | 1 | 30 | | 0.968 |
| Art of apparel, clothing access not knitted | 62 | 33 | 101 | 33 | 101 | 0 | 0 | 68 | 1.000 | 1.000 |
| Other made up text art; sets | 63 | 27 | 106 | 27 | 93 | 0 | 13 | 79 | 1.000 | 0.874 |
| Footwear; gaiters | 64 | 26 | 51 | 22 | 51 | 4 | 0 | 25 | 0.846 | 1.000 |
| Headgear and parts thereof | 65 | 1 | 6 | 1 | 6 | 0 | 0 | 5 | 1.000 | 1.000 |
| Umbrellas, walking sticks, whips, etc | 66 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | | |
| Prep feathers and down; artif flowers | 67 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | | |
| Art of stone, plaster, cement, mica | 68 | 99 | 33 | 86 | 25 | 13 | 8 | -66 | 0.869 | 0.772 |
| Ceramic products | 69 | 75 | 620 | 75 | 546 | 0 | 73 | 545 | 1.000 | 0.882 |
| Glass and glassware | 70 | 988 | 1,061 | 988 | 1,036 | 0 | 26 | 73 | 1.000 | 0.976 |
| Natural/cultured pearls, prec stones meta | 71 | 274 | 480 | 110 | 468 | 164 | 12 | 206 | 0.401 | 0.975 |
| Iron and steel | 72 | 58,966 | 44,206 | 58,717 | 44,171 | 249 | 34 | -14,760 | 0.996 | 0.999 |
| Articles of iron and steel | 73 | 5,883 | 5,605 | 5,651 | 5,572 | 232 | 33 | -278 | 0.961 | 0.994 |
| Copper and articles thereof | 74 | 197 | 1,152 | 192 | 1,152 | 5 | 0 | 955 | 0.975 | 1.000 |
| Nickel and articles thereof | 75 | 2,302 | 279 | 1,129 | 0 | 1,173 | 279 | -2,023 | 0.490 | 0.000 |
| Aluminum and articles thereof | 76 | 1,106 | 6,802 | 1,098 | 6,802 | 8 | 0 | 5,696 | 0.993 | 1.000 |
| Lead and articles threof | 78 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | | |
| Zinc and articles thereof | 79 | 44 | 0 | 44 | 0 | 0 | 0 | -44 | 1.000 | |
| Tin and articles thereor | 80 | 9 | 2 | 0 | 2 | 9 | 0 | -7 | 0.000 | 1.000 |
| Other base metals articles thereof | 81 | 186 | 0 | 61 | 243 | 125 | -243 | -186 | 0.328 | |
| Tools, implements, cutlery | 82 | 482 | 245 | 215 | 0 | 267 | 245 | -237 | 0.446 | 0.000 |
| Misc articles of base metals | 83 | 43 | 270 | 26 | 254 | 17 | 16 | 227 | 0.605 | 0.940 |
| Machinery, boilers, mech appl, engines | 84 | 52,724 | 156,963 | 47,564 | 141,173 | 5,160 | 15,790 | 104,239 | 0.902 | 0.899 |
| Elec mchy equip parts; sound recorders | 85 | 22,170 | 11,160 | 20,687 | 5,753 | 1,483 | 5,406 | -11,010 | 0.933 | 0.516 |
| Railw/trams loco, rolling stock, parts | 86 | 129 | 1,523 | 129 | 1,523 | 0 | 0 | 1,394 | 1.000 | 1.000 |
| Vehicles o/t railw/tram roll stock, prt | 87 | 12,293 | 29,293 | 12,128 | 28,134 | 165 | 1,159 | 17,000 | 0.987 | 0.960 |
| Aircraft,spacecraft, parts | 88 | 691 | 962 | 117 | 731 | 574 | 231 | 271 | 0.169 | 0.760 |
| Ships, boats, floating structures | 89 | 0 | 570 | 0 | 570 | 0 | 0 | 570 | | 1.000 |
| Optical, photo, cine, meas, precision | 90 | 3,678 | 43,462 | 2,764 | 41,283 | 914 | 2,179 | 39,784 | 0.751 | 0.950 |
| Clocks and watches, parts | 91 | 72 | 9 | 68 | 9 | 4 | 0 | -63 | 0.944 | 1.000 |

Saskatchewan Exports and US Market Shares 1988 and 1994 (\$000's)

| CATEGORY | HS | 88 Exs Total | 94 Exs Total | 88 Exs USA | 94 Exs USA | 88 Exs ROW | 94 Exs ROW | Total Ex Growth | US Share Year 88 | US Share Year 94 |
|--|----|-----------------|-----------------|---------------|---------------|---------------|---------------|--------------------|---------------------|---------------------|
| Musical instruments, parts | 92 | 0 | 26 | 0 | 17 | 0 | 9 | 26 | | 0.652 |
| Arms and ammun, parts | 93 | 0 | 2 | 0 | 2 | 0 | 0 | 2 | | 1.000 |
| Furniture, bedding | 94 | 970 | 3,351 | 563 | 830 | 407 | 2,522 | 2,381 | 0.580 | 0.248 |
| Toys, games, sports requisites, parts | 95 | 187 | 127 | 150 | 127 | 37 | 0 | -60 | 0.802 | 1.000 |
| Misc. manufactured articles | 96 | 7 | 169 | 3 | 128 | 4 | 40 | 162 | 0.429 | 0.760 |
| Works of art, collectors pieces | 97 | 235 | 732 | 152 | 714 | 83 | 19 | 497 | 0.647 | 0.975 |
| Special classif. provisions | 98 | 1,594 | 1,803 | 1,179 | 1,630 | 415 | 172 | 209 | 0.740 | 0.904 |
| Special transaction-trade | 99 | 5,764 | 35,124 | 5,744 | 35,039 | 20 | 84 | 29,360 | 0.997 | 0.998 |
| TOTAL | | 5,766,749 | 7,442,570 | 1,953,700 | 3,840,765 | 3,813,049 | 3,601,805 | 1,675,821 | 0.339 | 0.516 |
| TOTAL EXCLUDING HS 10 | | 2,890,024 | 5,104,389 | 1,886,186 | 3,469,423 | 1,003,838 | 1,634,966 | 2,214,365 | 0.653 | 0.680 |
| TOTAL EXCLUDING HS 27 | | 5,038,152 | 6,000,156 | 1,225,115 | 2,405,906 | 3,813,037 | 3,594,250 | 962,004 | 0.243 | 0.401 |
| TOTAL EXCLUDING HS 10 and HS 27 | | 2,161,427 | 3,661,975 | 1,157,601 | 2,034,564 | 1,003,826 | 1,627,411 | 1,500,548 | 0.536 | 0.556 |