



GOING FOR GOLD

Western Canada's Exports: Causes and Implications of Changing Competitiveness in Key Markets

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GOING FOR GOLD

The Western Canadian Economy
in the International Arena

Canada*West*
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GOING FOR GOLD

Western Canada's economic prosperity is not only good for the West, but for Canada as a whole. But the West cannot rest on its laurels. Like the athletes training for the forthcoming Winter Olympics in Vancouver, western Canada needs to be at the top of its game if it is to continue to compete successfully in the international economic arena, especially as its competitors step up their games. If we are not successful, our standard of living will fall.

The GOING FOR GOLD Project is examining how best to position western Canada in the global economy through a series of research papers, consultations and a seminal economic conference in Vancouver in the fall of 2009.

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This paper was prepared by Rolf Mirus and Chris Ryan of the Western Centre for Economic Research, School of Business, University of Alberta (www.business.ualberta.ca/wcer). The paper is part of the Canada West Foundation's Going for Gold Project Research Paper Series. Each paper examines a key issue related to improving western Canada's ability to compete and win in the global economy over the long-term.

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Leading the Way: The GOING FOR GOLD Project Research Paper Series

The primary goal of the Canada West Foundation's GOING FOR GOLD Project is to ensure that Canadians make the right public policy decisions for improving the ability of the country and its regions to compete in the upper echelon of the global economy. The ultimate goal, however, is to ensure that Canada experiences the long-term economic prosperity that underpins a high quality of life and an inclusive and caring society in which all citizens can participate and thrive.

The GOING FOR GOLD Project's *Research Paper Series* helps achieve these goals by providing thoughtful and timely information combined with practical options for improving public policy's role in fostering Canada's economic competitiveness. The diversity of topics covered by the series is intentional and highlights the many facets of public policy that will need to be working in concert if western Canada—and by extension Canada—are to succeed in the global economy in the decades ahead.

We cannot rest on our laurels and we cannot be reactive. We must take proactive steps today to ensure a prosperous tomorrow. The countries that fumble the public policy ball will fall behind in the global economy and see the opportunities available to their citizens shrink. Much of what must be done is beyond the scope of public policy; it is just one factor, but it is a critical factor. Bad economic policy will hamstring us just as good public policy will propel us forward.

It is important to note that winning in the global economy does not mean that other regions and other countries must lose. Even though only one competitor can rank first, healthy competition can bring out the best in all countries. There is much that Canadians can achieve by working with international partners. This, in turn, will improve economic outcomes both at home and abroad. There is also much that Canada can learn from the experiences of other jurisdictions and this is a key element of the research papers.

There is much to discuss and there is much to be done. Ask any Olympic athlete if their training is ever complete and they will say that they are always training, preparing, and searching for the competitive edge. The same is true of public policy aimed at improving our economic competitiveness—it will always be a work in progress.

The authors of the papers were given the freedom to explore key topics as they saw fit. As a result, the series does not provide a complete set of policy recommendations or a master plan for global economic dominance. Nor does it represent the "top 10" things that must be done to make western Canada more competitive. Rather, it provides a set of useful *examples* of what can and should be done combined with provocative recommendations across a broad range of relevant policy files.

As the global economy reels from bad decisions and bad public policy, it is more important than ever for research institutes like the Canada West Foundation to step back from the ups and downs of the day-to-day and provide policy suggestions aimed at the underlying structures of our economy and its long-term success.

The papers are part of a larger consultation process that will culminate in a seminal conference on economic competitiveness in the fall of 2009 in Vancouver. The conference will bring international experience as well as western Canadian knowledge to bear on the question of competitiveness.

For more information about the GOING FOR GOLD Project, please do not hesitate to contact me at roach@cwf.ca.



Robert Roach
Director of Research

Executive Summary

Since 1995, the first full year of NAFTA's operation, exports have become a more important part of the income in three of the four western provinces, with BC being the significant exception. Total exports from the West have grown at a faster rate than those of the rest of the country. But western GDP grew faster than exports during the time period, with the result that both Canada and the West showed exports as a lower proportion of GDP in 2007 than in 1995.

Western Canada's exports also constitute a smaller fraction of world exports in 2007 than in 2001. This is despite recent favourable commodity prices and a prospering world economy during the last six years. As to the causes, an appreciating currency will have the effect of slowing export receipts when products sold are priced in US dollar terms; therefore, the significant natural resources content of western Canada's exports (which are priced in US dollars) is part of the explanation.

There has been a marked shift of western Canadian exports toward the NAFTA markets. The US share of western exports grew from 62.8% in 1995 to 75.5% in 2007. The corresponding figures for Mexico are 0.7% and 1.2%. Thus, the NAFTA was a success for western exporters in expanding market access and trade opportunities with these countries.

Japan, the EU, China and South Korea are the most important non-FTA trading partners of Canada's West, with BC most involved with Asian markets and Alberta the least involved.

The four western provinces are unique in their export composition, with BC strong in forestry, Alberta in energy, petrochemicals and agricultural products, Saskatchewan in oil, fertilizer, uranium and agricultural products, and Manitoba diversified across mining, agriculture and electricity.

There are successful manufacturing exports from Alberta's energy and Manitoba's transportation equipment sectors that may herald more diversification, hence more stability of provincial economies. The economies of Alberta and

Saskatchewan are still the most volatile of the western provinces.

The emergence of China as an export power house helps explain why Canadian exports lost market share in the US from 1995 to 2007. Had it not been for Alberta's exports of oil and gas, the same would have been true for western Canada's exports. As it was, western exports just managed to maintain their market share in the US.

The good-to-adequate performance in the US and Mexican markets contrasts with a disappointing performance in the fast growing Asian markets. Overall, then, a mark of B- may be a generous grade for western Canada's exporters. In a slowing world economy the prospects are not rosy. This has to be of concern to business, labour and political leaders.

The volatility of exports and the importance of the US market suggest policies that facilitate labour market adjustments, harmonize the regulatory framework, and pay attention to the US border. Delays and uncertainty at the border affect not only trade but also the location of much needed productivity enhancing foreign direct investment.

Most importantly, the report identifies markets where western Canadian exporters have the most to lose from the failure of the WTO's Doha Round and the resulting trend towards more bilateral trade agreements. Using a methodology developed specifically to this end, China, Indonesia and India emerge as the highest priority candidates for free trade and investment agreements from a western Canadian perspective. This is so because competitors are negotiating, or have concluded, free trade deals with these important customers. To defend against the erosion of their sales, western Canadian exporters need similar preferential access to these countries. In terms of the 2006 or 2007 export experience, the West is at risk of losing \$9.8 billion of exports to competitors in these markets. The federal government is urged to devote its (limited) negotiating resources to these priority candidates. The priority candidates are: China, Indonesia, India, Sri Lanka, South Korea and Bangladesh.

Abstract

The report surveys the export performance of western Canadian goods producers for the period 1995 to 2007. During that period Canada's GDP growth outpaced export growth, but western Canada's exports grew at a faster rate than Canada's exports overall, resulting in increased weight of western exports in Canada's total. As well, western Canada's exports have shifted significantly towards the NAFTA markets of US and Mexico. The composition of products exported from the West and the individual provinces is shown in detail. Each province is found to have unique export strengths. During the observation period, BC's exports were the most volatile and Manitoba's the least, but overall the provincial economies of Alberta and Saskatchewan were the most volatile. The causes of volatility in export revenues can be traced to the natural resource nature of the exports: energy, forestry, and agricultural products, and minerals are all subject to price and exchange rate fluctuations. The report shows a particularly disappointing export performance for western Canada's producers in Asian markets, a fact which gives rise to concerns about the future in light of a slowing world economy. And had it not been for Alberta's energy exports, western Canada's market share in the US would have decreased.

One of the key implications of the report is the need to address the vulnerability of western Canada's exports to market erosion and continued volatility. To this end, the report develops a method to identify priorities for trade negotiations with countries that represent significant markets for western exporters. A number of these are currently providing preferential access to some of our biggest competitors in these markets through their own bilateral or regional free trade agreements. Recommendations thus follow on the most important trade agreements which Canada should pursue.

1. Introduction

Exports of goods and services have grown at a faster rate than the world economy as a whole. This is an important aspect of what has come to be known as globalization. Exports and imports are "growth industries" and so are the focus of special attention. Economists have studied exports intensively. More recently, they have done so at the firm level as data have become available. As a result, we know that most firms do not export and, of those that do, only a few export a large percentage of their output. We have learned from these studies that the stronger an industry's comparative advantage, the larger is the share of output exported. Most importantly, exporting firms are bigger, are more productive with higher wages, and are more capital- and knowledge-intensive than non-exporters. Finally, there is evidence that trade liberalization raises an industry's productivity (see http://www.wto.org/english/res_e/booksp_e/anrep_e/world_trade_report08_e.pdf). Productivity, or output per hour worked, is synonymous for a nation's standard of living; hence a close connection between a government's mandate to enhance the society's well-being and safeguarding or improving competitiveness exists.

Western Canada's exports are a significant source of the regional economic strength. They are also a concern as their composition is largely based on natural resources and, as a consequence, export values fluctuate with the prices of natural resources and the exchange rate. Their destination, moreover, is heavily weighted towards the large US market. With the long-running and still unfinished Doha Round of the WTO accelerating the trend toward bilateral free trade arrangements, western Canada's exports face additional challenges as other countries negotiate agreements that give their exporters preferential market access and so potentially divert trade away from Canadian sources of supply.

This report provides an overview of the role of goods exports, i.e., tangible merchandise of the western Canadian economy, their growth since 1995, their composition, their destination markets, and their competitive situation in key markets. The observation period starts in 1995 because the World Trade Atlas provides a consistent data source for global merchandise exports as of that year. 1995 is also the first full year of operation of the North American Free Trade Agreement (NAFTA), following the first five years of the Canada-US Free Trade Agreement.

The objective is to survey western Canada's exports in order to assess their performance, pinpoint strengths and weaknesses, and pursue the implications for trade policy, competition policy and macro-economic policy. Ideally, service exports would be included in our analysis. However, data on international trade in services are not available on a regional basis. Services, by their intangible nature defy statistical data collection at ports and border crossings, and readily jump provincial borders. For example, when a Toronto-based consulting firm uses its Edmonton office to prepare a set of drawings for an airport to be constructed in the US, we tend to attribute the export to the head office which does the reporting and billing. By contrast, governments have historically collected information on the value of merchandise trade shipments at the border. This information then can be used to confirm statistics collected by the exporting nation's authorities.

The structure of this report is as follows:

- Section 2 highlights the value and share of exports in the total economic activity of the four western provinces, drawing some policy implications derived from the variability of these exports.
- Section 3 shows the development of exports by destination areas (NAFTA-, other FTA-, and non-FTA-markets) and provides a preliminary conclusion regarding the value of free trade agreements to the western provinces.
- Section 4 details the product composition of exports, both by individual province and for the region as a whole.
- Section 5 assesses the recent performance of western Canadian exports in the key US market. The focus is on the market share of western Canadian exports relative to that of other exporters to the US.
- Section 6 identifies the key competitors for the most important non-energy exports from western Canada and provides a method to prioritize partners for future free trade negotiations.
- Section 7 concludes with the policy implications of our overview.

2. Western Canada's Exports: Their Importance for the Regional Economy

In 2007 Canada's GDP was \$1,500 billion. The combined GDP for the four western provinces (BC, Alberta, Saskatchewan and Manitoba) was approximately \$550 billion. The West, therefore, accounts for slightly more than one third of Canada's economic activity, with slightly less than one third of its population.

International activity comprises the movement of people, goods (merchandise), services, and claims (funds and ownership of physical assets such as foreign direct investment) across borders. In this report, the focus will be on a subset of international transactions, namely merchandise exports, a component of each province's GDP, for which good data are readily available. Data on service exports, financial and direct investment flows, and migration of people are not (yet) available by province, so that even though these international activities make increasingly important contributions to employment, income and wealth creation, it is not possible to perform a detailed regional overview.

Figure 1 shows provincial GDP for the western provinces and Figure 2 provides the aggregate value of merchandise exports. Together these tables give an indication of the order of magnitude of the economic activity involved and Figure 3 shows the percentage of GDP comprised of exports. BC, with just 17.0% of its GDP accounted for by exports, is least export-dependent and Saskatchewan, with

Figure 1: GDP at Market Prices (C\$ billions)

Region	1995	1997	1999	2001	2003	2005	2007
Canada	810.4	882.7	982.4	1,108.1	1,213.2	1,375.1	1,531.4
MB	27.0	29.8	32.0	35.2	37.5	41.7	48.6
SK	26.4	29.2	30.8	33.1	36.7	43.8	51.2
AB	92.0	107.1	117.1	151.3	170.1	222.2	259.9
BC	105.7	114.4	120.9	133.5	145.6	169.4	190.2
West	251.1	280.3	300.8	353.1	389.9	477.0	549.9

Source: Statistics Canada

Figure 2: Total Provincial Exports to the World at Current Prices (C\$ billions)

Region	1995	1997	1999	2001	2003	2005	2007
Canada	262.3	298.1	355.4	404.1	381.1	436.3	450.4
MB	5.7	7.4	8.1	9.7	9.3	9.4	11.8
SK	9.0	10.8	9.8	11.7	10.4	14.9	20.0
AB	27.8	33.7	35.0	57.5	57.6	77.4	82.9
BC	28.3	27.4	30.2	32.9	29.3	35.6	32.4
West	70.8	79.3	83.1	111.9	106.7	137.3	147.1

Source: World Trade Atlas

Figure 3: Exports as a Percentage of GDP

Region	1995	1997	1999	2001	2003	2005	2007
Canada	32.4%	33.8%	36.2%	36.5%	31.4%	31.7%	29.4%
MB	21.3%	24.8%	25.4%	27.6%	24.9%	22.5%	24.4%
SK	33.9%	37.1%	31.8%	35.4%	28.3%	34.1%	39.0%
AB	30.2%	31.5%	29.9%	38.0%	33.9%	34.8%	31.9%
BC	26.8%	24.0%	24.9%	24.7%	20.1%	21.0%	17.0%
West	28.2%	28.3%	27.6%	31.7%	27.4%	28.8%	26.7%

Source: World Trade Atlas, Statistics Canada

Figure 4: Western Canadian Exports Relative to Canadian Exports (C\$ billions)

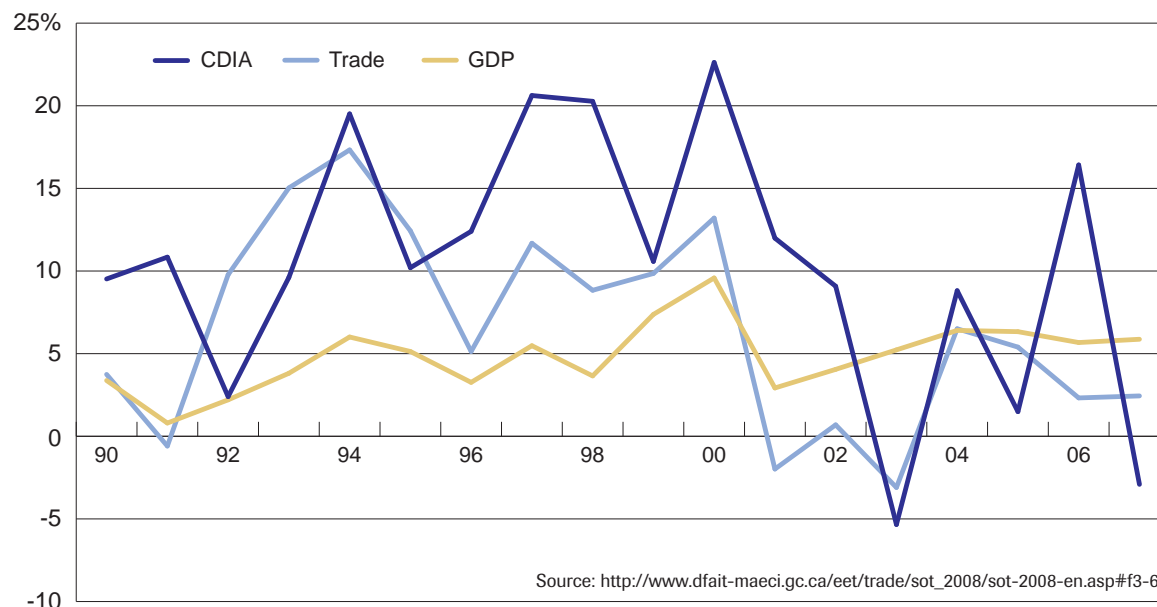
Region	1995	1997	1999	2001	2003	2005	2007	Jan-Jun 2008
Canadian Exports	262.3	298.1	355.4	404.1	381.1	436.3	450.4	237.4
Western Canadian Exports	70.8	79.3	83.1	111.9	106.7	137.3	147.1	89.7
Western Canadian Share	27.0%	26.6%	23.4%	27.7%	28.0%	31.5%	32.7%	37.8%

Source: World Trade Atlas

39.0%, is the most export-dependent. While there is considerable variation without a clear trend in the export-to-GDP ratio for three of the four provinces, we observe on balance a declining trend in BC over the last 13 years that form our observation period.

Overall, the years from 1995 to 2007 are characterized by an increase in the economic weight of the western provinces, with their share of national GDP rising from 31.0% to 35.9%. Concurrently, the percentage of Canadian exports sourced in the West increased from 27.0% to 32.7%, a trend that continues in 2008 (Figure 4). The pan-Canadian context for the above developments is provided in Figure 5 which shows trade growth exceeding GDP growth until 2001, and thereafter GDP growth outpacing trade.

As will be shown later in this report in more detail, the exports of the western provinces are largely natural resources-based and processed products that are priced in US dollar terms in world markets. The observed variability of exports relative to provincial GDP should therefore not come as a surprise. GDP is more stable than are export revenues, thus exports are not only a major source of income but also a significant source of income instability in the West. This point is sufficiently important to make it more explicit.

Figure 5: Annual Percentage Change—Trade, Canadian Direct Investment Abroad, and GDP

The standard deviation of a variable, relative to its mean, is referred to as the coefficient of variation. It is commonly used to assess the volatility of a financial portfolio's return. Applying this concept in the context of changes in provincial and national exports compared to movements of GDP (which includes the more stable components of consumer and government expenditures), we can see from Figure 6 that the exports of three of the four western provinces are more variable than the exports of Ontario, Quebec and the Atlantic provinces taken together. The exports of BC, Saskatchewan and Alberta, in that order, are the most volatile.

Noteworthy and in stark contrast to Manitoba, is the high value of the coefficient of variation in the exports of BC. The anti-dumping and countervail actions by the US against softwood lumber exports come to mind as a possible cause of this volatility.

Figure 6 also shows that exports, as a component of GDP, are more volatile than the corresponding GDP. In this context, therefore, exports can be seen as the external source of variability in GDP. The coefficients of variation for GDP in Figure 6 show Alberta and Saskatchewan as the two most volatile of the four western provinces. The most likely explanation for this volatility lies in the importance of the energy sector in Alberta and agriculture in Saskatchewan, coupled with the fluctuations in their respective prices and compounded by the effects of exchange rate changes.

Figure 6: Coefficients of Variation for Exports and GDP

Region	Coefficient of Variation in Exports	Coefficient of Variation in GDP
Canada	1.259	0.347
MB	1.206	0.366
SK	1.806	0.752
AB	1.699	0.726
BC	6.001	0.480
West	1.711	0.575
Rest of Canada	1.453	0.338

Source: Based on data from World Trade Atlas

It is worth asking what a global perspective of western Canadian exports would look like. Have the years since 1995 brought western Canada an increased share in world trade? The need of emerging and fast growing economies for natural resources would suggest that might be the case. On the other hand, the commodity price boom is a phenomenon only of the last few years, with the weak Canadian dollar of the 1990s and early 2000s making the value of world imports, the denominator, a correspondingly larger figure. In Figure 7, we see that the western Canadian share of world exports has diminished since 2001.

Figure 7: Western Canadian Exports as Share of World Exports (C\$ billions)

	1995	1997	1999	2001	2003	2005	2007
World	32.4%	33.8%	36.2%	36.5%	31.4%	31.7%	29.4%
West	21.3%	24.8%	25.4%	27.6%	24.9%	22.5%	24.4%
West % Share	33.9%	37.1%	31.8%	35.4%	28.3%	34.1%	39.0%

Source: World Trade Atlas, TradeMap

Four facts emerge from a macro-perspective of the evolution of western Canadian export values during the last 13 years. First, in the West, exports are a significant source of income, though their importance varies from province to province. Second, the value of western exports has grown faster than

Canada's total exports. As the West has become economically more important, this is also reflected in the larger share of Canada's total exports accounted for by the four western provinces. Third, on balance, exports from the West have not grown as fast as the sum of the four provincial GDPs. Finally, the computed coefficients of variation show that the western Canadian provinces continue to be more volatile than eastern Canada and Canada as a whole, with export values being a source of the observed fluctuations in provincial and western GDP.

These findings combined lead to the policy prescription that governments should support measures that ease the adjustment of the volatile western provinces to economic fluctuations. Such measures could include overcoming hurdles in labour markets and on the regulatory front. The volatility of export earnings calls for policies that facilitate the flow of workers between provinces and regions within Canada, and that improve the mutual recognition of certifications and harmonize training and safety requirements. There is also cause from the data presented to explore why western exports have not grown faster. Globally, trade has grown approximately twice as fast as production. Why, during 1995-2007, have western Canadian exports grown only 107.8% when the corresponding provincial GDP grew by 119.9%?

3. Western Canada's Export Markets

The fact that Canadian exports are highly dependent on the US market is well known. Western Canada's exports are also destined to a very high degree to the US. Figure 8 illustrates this dependency on our large neighbour to the South. Proximity, integrated infrastructure (rail and pipelines), and cultural/linguistic and historical ties, coupled with the Canada-US Free Trade Agreement of 1988 and its successor the North American Free Trade Agreement (NAFTA) of 1994, have resulted in closer economic integration, though not a common market with joint institutions. The development of western Canadian merchandise exports to the US reflects this increase in a rules-based relationship.

While there are some differences between the provinces, the overall picture is one of a dominant customer becoming more dominant. In 2007, 75.5 cents of every dollar's worth of the West's exports were destined for the US, although an unknown portion of these 75.5 cents may have been trans-shipped to Mexico. As a result, the 1.2 cents per dollar of western exports reportedly going to Mexico in 2007 may be too low. By comparison, only 62.8% of western Canadian exports were destined to the US in 1995, the second year after the inception of NAFTA, and only 0.7% went to Mexico in that same year. Figure 8 also shows that the share of western Canada's exports going to the US peaked at close to 80% in 2001, so there appears to have been a recent improvement in the diversification of export markets for the region.

Figure 8: Percentage Share of Western Canadian Exports to Top Ten Destinations

Destination	1995	1997	1999	2001	2003	2005	2007	Jan–Jun 2008
United States	62.8%	67.4%	74.4%	79.2%	79.4%	79.5%	75.5%	76.0%
Japan	13.9%	11.5%	8.3%	5.8%	5.4%	4.8%	4.6%	4.6%
EU*	7.5%	5.3%	4.6%	3.8%	4.0%	3.7%	4.5%	3.4%
China	3.3%	2.0%	2.3%	2.3%	2.4%	3.2%	4.1%	4.0%
South Korea	2.4%	2.2%	1.7%	1.3%	1.3%	1.4%	1.3%	1.4%
Mexico	0.7%	0.8%	0.7%	0.9%	0.9%	0.9%	1.2%	1.0%
India	0.2%	0.2%	0.3%	0.4%	0.3%	0.4%	0.7%	0.5%
Taiwan	1.2%	1.1%	0.8%	0.6%	0.8%	0.6%	0.6%	0.6%
Indonesia	0.6%	0.8%	0.5%	0.3%	0.3%	0.3%	0.5%	0.7%
Hong Kong	0.8%	0.6%	0.6%	0.5%	0.5%	0.4%	0.5%	0.4%

*Current membership is 27 countries. Source: World Trade Atlas

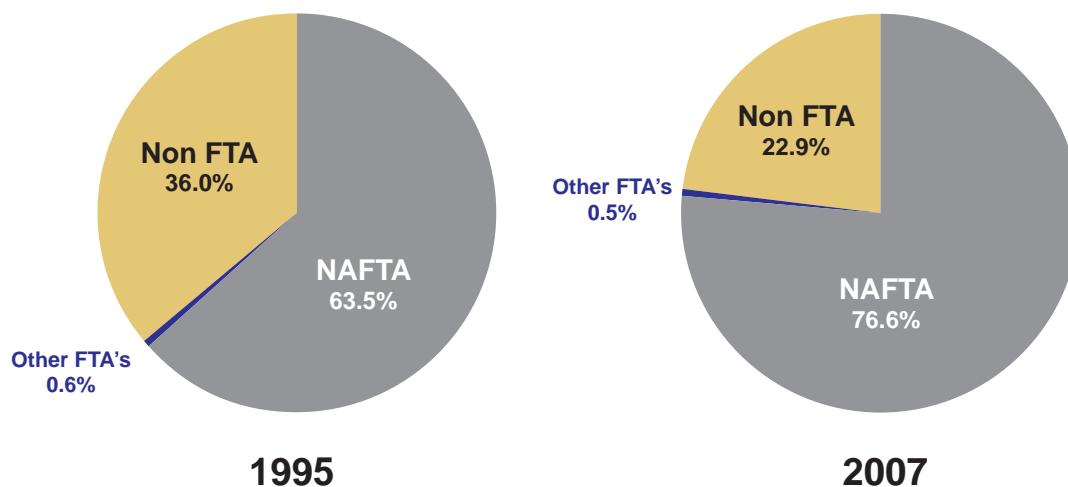
Also evident in Figure 8 is the dramatic decline in the importance of Japan as a customer of western Canada, a decline only partially offset by the rise in the share of exports to China and India. If the current 27 members of the European Union (EU) are treated as one export market, then the EU represents western Canada's third most important customer, just ahead of China (although the latter seems poised to pass the EU in 2008).

Any assessment of the development of western Canada's export markets must take into account the impact of the free trade agreements signed with Israel, Chile, and Costa Rica, effective respectively 1/1/1997, 2/6/1997, and 1/11/2002, as well as the Canada-US Free Trade Agreement and the North American Free Trade Agreement (NAFTA), effective respectively 1/1/1989 and 1/1/1994. Trade with bilateral free trade partners is shown in Figure 9 and Figure 10. Figure 9 shows that, over the years since the inception of the NAFTA, the trend to more trade with the US and Mexico continued until 2001, when the NAFTA share began to decrease somewhat. On balance, the 13-year span under observation shows an increase in the NAFTA share of western Canadian exports from 63.5% to 76.6%, mirrored in a decline of the non-FTA-share from 36.2% to 23.2%. The other free trade agreements, taken together, have not been associated with an increased share of exports from western Canada. In the case of Chile, the agreement was perhaps more about investment protection than trade, so that slower growth in exports to Chile was not a surprise. Israel's distance from western Canada makes trade expansion less promising a priori, and Costa Rica is still a very small market, where a bilateral agreement serves more as a demonstration project for larger regional countries, such as Colombia.

Figure 9: Percentage Share of Western Canadian Exports to all Countries

	1995	1997	1999	2001	2003	2005	2007	Jan–Jun 2008
NAFTA	63.5%	68.1%	75.2%	80.1%	80.3%	80.4%	76.6%	77.0%
Other FTAs	0.3%	0.4%	0.3%	0.2%	0.2%	0.2%	0.2%	0.2%
Non FTA	36.2%	31.5%	24.5%	19.7%	19.5%	19.4%	23.2%	22.7%

Source: World Trade Atlas

Figure 10: Percentage Share of Western Canadian Exports to All Countries

Source: World Trade Atlas

Japan, the EU, and China are significant export markets for western Canada and, in 2007, occupied ranks two, three and four in the "league-table." This ranking, incidentally, has not changed since 1995, though Japan's relative weight has diminished, while China has just about reached the same importance for western Canada as the EU. South Korea, Mexico and India are also among the top market destinations, with India close to absorbing \$1 billion of western Canada's exports in 2007.

Given this bird's eye view of the dollar values of the major export markets, it follows that political attention should be paid to the "key customer" countries. It is eminently clear that the US is, and will remain for the foreseeable future, the most important export market for western Canada. But China is now as important an export market to western Canada as the EU. Notwithstanding historical-cultural ties with Europe, political support for western exporters suggests, therefore, greater attention be paid by the federal government to China, as well as to South Korea and India. The consistent nurturing of the political relationships with these countries becomes a priority in light of their rising importance as export markets and as sources of income and employment. As the West becomes economically more important in Confederation, western economic interests dictate that the federal government pay attention to Asia, without neglecting the relationship with the US and Mexico under the NAFTA.

From the perspective of individual provinces, Asia is not equally important. Figures 11 to 14 show the dependence on key geographic markets for individual provinces. Taking the ratio of export values of the three largest Asian markets relative to total western exports in 2007, we find that BC's ratio of 0.226 implies a much higher reliance on its Asian buyers than Alberta's 0.0575, and that Saskatchewan's 0.106 and Manitoba's 0.109 are similar and fall between the former two. Alberta's low ratio is explained by the province's huge energy exports to the US. Still, relatively speaking, BC can be expected to pay more attention to Asia than the interior provinces of the West.

Overall, for 1995 to 2007, the key Asian economies of Japan, China, South Korea, India and Taiwan show only 29.5% growth for western Canadian exports in terms of current (nominal) dollars. That is a disappointing result when contrasted to the slow growing EU which managed to provide market growth of 25.6%, possibly due to the take-off in eastern Europe. The proximity of, and ease of access to, the US market due to the NAFTA, coupled with a weak Canadian dollar for much of the period, likely explain why western Canada's exports to the US grew by nearly 108% in nominal dollar value during that same time frame.

Figure 11: British Columbia's Key Export Markets, 2007 (C\$ billions)

Country	1995	1997	1999	2001	2003	2005	2007	Jan-Jun 2008
The World	28.30	27.45	30.16	32.92	29.33	35.58	32.41	16.16
United States	14.32	15.38	20.24	23.00	19.52	22.95	19.36	8.72
Japan	6.87	6.04	4.51	4.09	3.71	4.21	4.17	2.29
EU	2.93	2.14	1.98	2.20	1.97	2.58	2.44	1.35
China	0.50	0.46	0.60	0.79	0.97	1.36	1.81	1.10
South Korea	0.98	0.97	0.77	0.77	0.79	1.18	1.34	0.89
Taiwan	0.49	0.46	0.38	0.34	0.44	0.51	0.47	0.28
Australia	0.30	0.24	0.25	0.18	0.21	0.20	0.24	0.13
Brazil	0.18	0.10	0.08	0.17	0.15	0.23	0.24	0.17
India	0.08	0.06	0.08	0.12	0.11	0.21	0.24	0.05
Hong Kong	0.47	0.38	0.32	0.30	0.24	0.32	0.24	0.14

Source: World Trade Atlas

Figure 12: Alberta's Key Export Markets, 2007 (C\$ billions)

Country	1995	1997	1999	2001	2003	2005	2007	Jan-Jun 2008
The World	27.78	33.69	34.97	57.54	57.64	77.42	82.88	53.24
United States	21.53	27.09	29.37	51.13	51.53	68.67	71.14	45.96
China	0.68	0.44	0.56	0.90	0.97	2.05	2.83	1.95
EU	1.08	1.00	0.97	0.98	1.06	1.37	1.82	0.66
Japan	1.82	1.71	1.33	1.29	1.05	1.35	1.47	1.02
Mexico	0.18	0.22	0.25	0.48	0.38	0.55	0.78	0.46
South Korea	0.54	0.54	0.50	0.47	0.40	0.56	0.47	0.25
Singapore	0.06	0.09	0.07	0.08	0.09	0.15	0.28	0.13
Taiwan	0.27	0.28	0.23	0.21	0.29	0.20	0.25	0.14
Russia	0.02	0.05	0.03	0.09	0.08	0.11	0.25	0.11
Indonesia	0.14	0.21	0.11	0.10	0.08	0.13	0.23	0.18

Source: World Trade Atlas

Figure 13: Saskatchewan's Key Export Markets, 2007 (C\$ billions)

Country	1995	1997	1999	2001	2003	2005	2007	Jan-Jun 2008
The World	8.97	10.83	9.80	11.73	10.39	14.93	19.97	14.37
United States	4.37	5.53	5.62	6.88	6.59	10.38	12.14	9.18
EU	0.91	0.70	0.59	0.74	0.83	0.88	2.02	0.93
China	0.94	0.51	0.57	0.69	0.42	0.75	0.87	0.35
Japan	0.80	0.91	0.64	0.65	0.51	0.51	0.68	0.60
India	0.03	0.06	0.09	0.24	0.18	0.30	0.56	0.30
Mexico	0.18	0.22	0.21	0.27	0.23	0.28	0.40	0.25
Indonesia	0.08	0.20	0.11	0.10	0.07	0.16	0.34	0.31
Brazil	0.15	0.22	0.13	0.14	0.18	0.17	0.22	0.20
Algeria	0.38	0.44	0.31	0.18	0.18	0.08	0.19	0.31
Bangladesh	0.01	0.04	0.07	0.06	0.05	0.03	0.18	0.06

Source: World Trade Atlas

Figure 14: Manitoba's Key Export Markets, 2007 (C\$ billions)

Country	1995	1997	1999	2001	2003	2005	2007	Jan-Jun 2008
The World	5.75	7.38	8.13	9.69	9.33	9.39	11.83	5.98
United States	4.24	5.44	6.58	7.61	7.09	7.11	8.36	4.34
China	0.25	0.15	0.16	0.17	0.16	0.23	0.55	0.19
Japan	0.35	0.44	0.38	0.46	0.51	0.48	0.44	0.26
EU	0.36	0.33	0.24	0.32	0.36	0.30	0.35	0.13
Mexico	0.07	0.09	0.11	0.19	0.21	0.20	0.33	0.11
Hong Kong	0.02	0.03	0.06	0.14	0.13	0.13	0.30	0.14
Taiwan	0.04	0.05	0.03	0.05	0.05	0.06	0.19	0.07
Korea, South	0.03	0.08	0.02	0.05	0.04	0.09	0.07	0.04
South Africa	0.01	0.01	0.01	0.00	0.01	0.01	0.07	0.00
Australia	0.01	0.02	0.02	0.04	0.06	0.07	0.07	0.03

Source: World Trade Atlas

The causes of the relatively poor performance of western Canada's exporters in key Asian markets are unlikely to be found in the exchange rate, as a number of the key Asian currencies were fixed versus the US dollar and the Canadian dollar was weak. In addition to a decade of slow economic growth in Japan, the commodity composition of western exports may provide an explanation. This suggests taking a closer look at what the West exports collectively and by province.

4. The Key Export Products of the Western Provinces

British Columbia's key export products consist of sawn wood, chemical wood pulp, natural gas, and coal, followed by copper ores, aluminum, zinc and electricity. When paper and newsprint exports are taken together, they are more important than exports of copper ores. Other key export products of the forestry sector, such as building joinery, particle board, rough wood and plywood serve to emphasize the importance of that sector for BC's economy. The data in Figure 15 list export products at the four-digit level of detail as presented in the international Harmonized System (HS). Forestry products, for example, are captured in chapter 44, with more detailed product descriptions resulting at the four-digit level. "Sawn or chipped wood" is listed under HS 4407 and represented the largest value among more specific forestry exports; "building joinery" under HS 4418 and "particle board" under HS 4410 are also specific forestry products with significant export values. Particularly high growth rates during the observation period were observed for electricity, as well as for gas and zinc exports. Figure 15's listing of the top-20 export products for the province (and similar figures for the other provinces), shows a higher degree of product detail than the two-digit chapter headings. (The top 20 products of western Canada make up 80% of total western exports and thus provide a reasonably representative coverage of western export activity.) Thus, chapter 44 products are broken into wood in the rough, sawn wood, particle board, plywood panels, and builders' joinery at the HS four-digit level.

Figure 15: British Columbia's Key Export Products, 1995 and 2007 (four-digit HS levels, C\$ millions)

HS Code	HS Descriptions	1995	2007	Jan-Jun 2008	1995-2007 Growth
4407	Wood; Sawn Or Chipped Length	7,334	4,804	1,849	-34%
4703	Chemical Woodpulp	4,903	2,957	1,295	-40%
2711	Natural Gas	507	2,741	1,653	440%
2701	Coal	1,421	2,483	2,020	75%
2603	Copper Ores and Concentrates	862	1,159	603	35%
7601	Aluminum, Unwrought	518	767	366	48%
7901	Zinc, Unwrought	224	752	330	235%
2716	Electrical Energy	63	640	201	922%
4802	Paper; Uncoated for Writing	285	565	298	98%
4418	Builders' Joinery and Carpentry of Wood	327	468	174	43%
2613	Molybdenum Ores and Concentrates	158	436	248	176%
4801	Newsprint	1,553	433	162	-72%
4410	Particle Board and Similar Board of Wood	206	424	157	106%
4403	Wood in the Rough	118	418	163	253%
0302	Fish, Fresh or Chilled	249	412	185	66%
4804	Kraft Paper and Paperboard	424	344	187	-19%
4705	Semi-chemical Woodpulp	368	271	159	-26%
7204	Ferrous Waste and Scrap	54	213	169	298%
4412	Plywood, Veneered Panels	271	213	73	-22%
8708	Parts and Access for Motor Vehicles	117	203	93	73%

Source: World Trade Atlas

For Alberta the top export products were crude oil, natural gas, ethylene, wheat and acyclic alcohols, followed by nickel, wood pulp, rape seed, non-crude oil and beef. The fastest growing major exports were oil and gas, nickel, petrochemicals, rapeseed oil and, perhaps surprising to some, machinery parts. Almost all of Alberta's energy exports were destined for the US. As they represent such a hefty proportion of the province's total exports, Alberta depends on the US market more than the other three western provinces.

Figure 16: Alberta's Key Export Products, 1995 and 2007 (four-digit HS levels, C\$ millions)

HS Code	HS Descriptions	1995	2007	Jan-Jun 2008	1995-2007 Growth
2709	Crude Oil	7,056	28,208	21,399	300%
2711	Natural Gas	6,960	26,571	15,899	282%
3901	Polymers of Ethylene	1,061	3,134	1,671	195%
1001	Wheat and Meslin	1,067	1,566	1,228	47%
2905	Acyclic Alcohols	527	1,364	634	159%
7502	Nickel, Unwrought	150	1,172	402	684%
4703	Chemical Woodpulp	1053	996	525	-5%
1205	Rape or Colza Seeds	508	923	761	81%
2710	Oil (Not Crude) From Petrol and Bitum Mineral	226	882	437	290%
0102	Live Cattle	691	718	287	4%
0201	Meat of Bovine Animals, Fresh or Chilled	316	742	384	135%
8431	Parts for Machinery	74	687	408	828%
2901	Acyclic Hydrocarbons	27	594	274	2125%
2902	Cyclic Hydrocarbons	208	582	274	180%
3102	Mineral or Chemical Fertilizers	277	495	318	79%
2503	Sulfur	370	467	1,012	26%
1514	Rapeseed, Colza or Mustard Oil	150	458	280	206%
7305	Tubes and Pipes	0	439	220	very large
4407	Wood; Sawn or Chipped	213	435	160	104%
8517	Electric Apparatus for Line Telephony	343	425	111	24%

Source: World Trade Atlas

Saskatchewan's top export product by far is crude oil. Potassium fertilizer, wheat, radio-active chemicals and isotopes occupy positions two, three and four of the top exports listed in Table 3.3. These are followed by dried/shelled legumes and rape or colza seeds of which exports brought the province more than \$1billion each in sales in 2007. Exports of barley, oats and live cattle, at more than \$200 million each, attest to the province's strong agricultural base. Noteworthy is the fast growth of exports of manufactured products like agricultural machinery under chapter 84. Among the major exports, crude oil, fertilizers, radioactive materials (uranium), legumes, rapeseed oil and tubes and pipes showed particularly high growth rates during the observation period.

Figure 17: Saskatchewan's Key Export Products, 1995 and 2007 (four-digit HS levels, C\$ millions)

HS Code	HS Descriptions	1995	2007	Jan-Jun 2008	1995-2007 Growth
2709	Crude Oil	1,669	6,883	4,950	313%
3104	Mineral or Chemical Fertilizers	1,536	2,831	2,295	84%
1001	Wheat and Meslin	2,336	2,533	2,014	8%
2844	Radioactive Chemical Elements and Isotopes	165	1,379	638	735%
0713	Leguminous Vegetables, Dried Shelled	290	1,049	595	262%
1205	Rape or Colza Seeds	583	1,019	841	75%
1003	Barley	198	285	308	45%
1004	Oats	103	282	168	172%
0102	Live Cattle	159	281	145	77%
7305	Tubes and Pipes	11	269	126	2416%
1514	Rapeseed, Colza or Mustard Oil	2	244	254	very large
1204	Flaxseed (Linseed)	169	244	133	44%
8432	Agricultural Machinery for Soil	82	230	161	182%
4705	Semi-chemical Woodpulp	203	197	96	-3%
3102	Mineral or Chemical Fertilizers, Nitrogenous	69	158	70	130%
4410	Particle Board and Similar Board Of Wood	14	104	30	661%
8433	Harvest Machines	11	84	41	665%
1008	Buckwheat, Millet and Canary Seed	54	80	66	49%
8544	Insulated Wire, Cable, Opt Sheath Fib Cables	15	79	21	434%
2715	Bituminous Mixtures from Natural Asphalt	22	74	2	242%

Source: World Trade Atlas

Manitoba's top export is nickel, much of which goes to China. Unrefined copper is a distant second, closely followed by electrical energy, wheat, live swine and pork. Noteworthy for the province is the number of manufacturing exports under HS chapter headings 84, 87, 88 and 94. Machinery parts, air and spacecraft manufacturing, motor vehicles and buses, and furniture combine to show a diversified manufacturing sector. We will discuss manufacturing exports again in the context of the exports of the entire region.

Figure 18: Manitoba's Key Export Products, 1995 and 2007 (four-digit HS levels, C\$ millions)

HS Code	HS Descriptions	1995	2007	Jan-Jun 2008	1995-2007 Growth
7502	Nickel, Unwrought	249	1,458	460	485%
7402	Unrefined Copper	43	683	359	1492%
2716	Electrical Energy	280	544	257	94%
1001	Wheat and Meslin	510	533	404	4%
0103	Swine, Live	68	406	150	500%
0203	Pork, Fresh, Chilled or Frozen	76	342	150	347%
8803	Parts of Balloons, Aircraft, Spacecraft	149	316	162	112%
1205	Rape or Colza Seeds	328	306	252	-7%
8702	Motor Vehicle For>Ten Persons	145	292	88	102%
2709	Crude Oil	369	289	342	-22%
3004	Medicaments	4	282	51	6605%
0102	Live Cattle	145	280	152	93%
2004	Vegetables, Frozen	11	274	138	2461%
1514	Rapeseed, Colza or Mustard Oil	93	271	119	193%
8707	Bodies For Specific Motor Vehicles	155	200	106	29%
7901	Zinc, Unwrought	26	180	64	598%
9403	Furniture and Parts Thereof	105	172	100	64%
8431	Parts for Machinery	31	162	85	426%
3102	Mineral or Chemical Fertilizers, Nitrogenous	31	154	81	397%
8802	Aircraft, Powered; Spacecraft	0	153	0	∞*

*Dividing any number by 0 results in an unbound number (infinity). Source: World Trade Atlas

The data for the individual provinces show that each province has a unique set of export strengths, whether that be BC's forestry sector, Alberta's energy sector, Saskatchewan's agricultural (and of late energy) prowess, or Manitoba's mining sector. Taking the provinces as a region, Figure 19 gives readers a more comprehensive overview of the role of the West in international trade, namely the top 20 export revenue earners, again in terms of four-digit HS level detail.

Figure 19: Western Canada's Key Export Products, 2007 (four-digit HS levels)

HS Code	HS Descriptions	1995	2007	Jan-Jun 2008	1995-2007 Growth
2709	Crude Oil	9,094	35,381	26,690	289%
2711	Natural Gas	7,467	29,312	17,552	293%
4407	Wood Sawn or Chipped	7,547	5,239	2,009	-31%
1001	Wheat and Meslin	3,914	4,632	3,646	18%
4703	Chemical Woodpulp	5,955	3,953	1,820	-34%
3901	Polymers of Ethylene	1,061	3,134	1,671	195%
3104	Mineral or Chemical Fertilizers	1,536	2,831	2,295	84%
7502	Nickel, Unwrought	399	2,630	861	560%
2701	Coal	1,421	2,483	2,020	75%
1205	Rape or Colza Seeds	1,419	2,248	1,854	58%
2844	Radioactive Chemical Elements and Isotopes	165	1,379	638	735%
2905	Acyclic Alcohols	527	1,364	634	159%
102	Live Cattle	994	1,278	584	29%
2716	Electrical Energy	342	1,183	458	246%
2603	Copper Ores and Concentrates	868	1,159	603	35%
713	Leguminous Vegetables, Dried Shelled	290	1,049	595	262%
1514	Rapeseed, Colza or Mustard Oil	244	972	653	299%
7901	Zinc, Unwrought	250	932	394	273%
2710	Oil (Not Crude)	226	882	437	290%
8431	Parts For Machinery	105	849	494	710%

Source: World Trade Atlas

Figure 19 shows that crude oil (HS 2709) and natural gas (HS 2711) clearly dominate the top 20 export revenue earners, a much different situation from 1995 when wood (sawn or chips) was in second position, ahead of natural gas. The large increase of export values in HS 2709 and HS 2711 resulted from higher prices and volumes of production, with oil and gas exports growing nearly threefold (289.1% and 292.5%, respectively) during the period, cementing the dominant position of Alberta's energy sector among western Canada's exporters. Among the top 10 exported products we observe growth rates ranging from 559.6% for unwrought nickel to -30.6% for wood, as the forestry sector faced several challenges. First, the softwood lumber dispute with the US led to the imposition of countervailing and anti-dumping duties and of late to restricted access and fees under the new Softwood Lumber Agreement. Now that the US housing construction industry is in decline, it appears that the exports of forestry products will again be decreasing in 2008, not only as a proportion of western Canadian export revenues but even in absolute value. The observed widely differing growth experience for the top export earners also reflects movements of the exchange rate. For the forestry sector, prices are determined in

US dollars, hence export revenue declines have been magnified by the strengthening of the Canadian dollar in the most recent three year period. By contrast, the recent oil price increases have been dampened in their impact on export receipts by the strength of the Canadian dollar. Figures 20 and 21 provide background on exchange rate developments, commodity price changes, forestry product export receipts, and oil exports. The strengthening of the Canadian dollar has served to dampen oil export receipts and to accelerate the decline of forestry export earnings.

Figure 20: Export Receipts and the Exchange Rate

Country	1995	1997	1999	2001	2003	2005	2007	1997-2007 Growth Rate
CERI*	n.a.	89	84	82	89	101	113	27% appreciation
BCPI- Energy**	70.62	83.39	78.94	118.83	153.38	183.32	276.31	231%
Oil Exports	0.25	0.15	0.16	0.17	0.16	0.23	0.55	0.19
(C\$ million)***	18,550	24,226	23,661	46,234	48,414	67,632	69,241	186%
Forestry Exports (C\$ million)****	17,269.9	15,177.9	16,302.2	15,043.3	13,282.5	14,573.9	12,628.1	-17%

*CERI- Canadian Effective Exchange Rate Index is a weighted average of trade with the top 6 export nations. It has been published by the Bank of Canada every month since 1996. Indexes listed are yearly averages. For more information on the CERI visit <http://www.bank-banque-canada.ca/en/rates/ceri.html>. **BCPI is a weighted average price index published by the Bank of Canada on select commodities. These include energy, agriculture, and mineral prices.

***Oil Exports are the combined totals for HS 2701, 2709-2711, and 2716.

****Wood Export Receipts are the combined totals of HS 4403, 4407, 4410, 4412, 4418, 4703, 4705, 4801, 4802, and 4804.

Source: Bank of Canada, World Trade Atlas

Figure 21: Growth Rates for Select Price Indices and Export Products

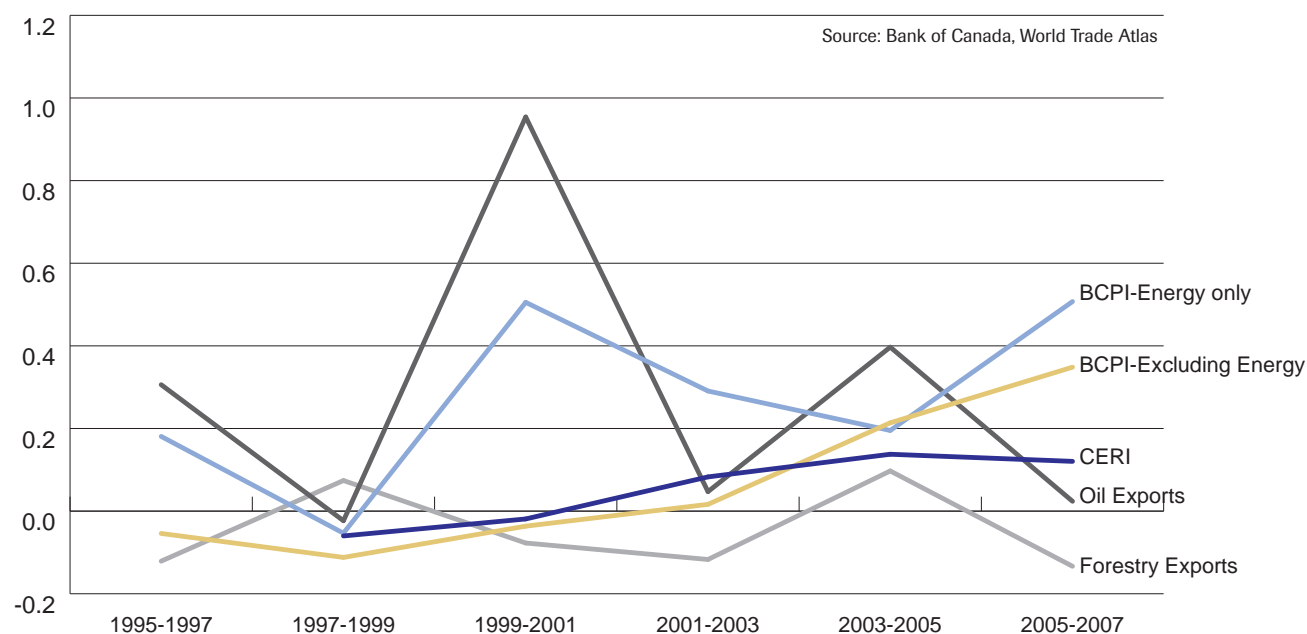


Figure 19 shows that natural resources and processed materials make up the majority of western Canadian exports and it shows the wide range of growth experiences among the top export products. As the top 20 export products at the four digit HS level all entail natural resources and processed materials based on natural resources, one can infer that western Canadian exports represent a high

Figure 22: Western Canadian Export Growth of Manufacturing Products, 1995-2007 (HS 84-94, C\$ millions, current prices)

	1995	2007	Growth 1995-2007
Western Canada's Total Exports	70, 780	147, 098	108%
Manufacturing Exports from Western Canada	1,226.1	3,003.8	145%

Source: World Trade Atlas

degree of local western Canadian resource upgrading. However, the absence of high levels of finished products could indicate that the integration of the producers into global value chains is limited or of an early stage nature.

Though not evident from Figure 19, which focuses only on the top 20 export products, one of the positive developments is that the manufacturing sector—which is often held to represent higher value added production—

has grown substantially in the western Canadian export mix. This is shown by Figure 22 which depicts the exports of HS chapters 84-94 (HS chapters 84-94 correspond more closely to manufacturing in that they do not include the processing stages of natural resources.) Exports of these manufacturing products have grown 190% since 1995. This contrasts positively with overall western Canadian export growth of 108% for the same period. The manufactured exports of HS 84-94 contain agricultural, transportation, excavating and electrical machinery, as well as aircraft parts and furniture. Hence, there is evidence of an emerging strength in agricultural and energy related machinery and parts manufacturing, with these exports growing faster than overall exports from western Canada during the period 1995-2007.

Figure 23: Key Manufacturing Products (HS 84-94) Exported from Western Canada (C\$ millions)

HS Code	HS Descriptions	1995	2007	Jan-Jun 2008	1995-2007 Growth
8431	Parts for Machinery	104.8	848.7	493.8	710%
8432	Agricultural Machinery	81.6	230.4	161.4	182%
8433	Harvest Machines	11.0	84.1	41.4	666%
8517	Electric Apparatus for Line Telephony Etc, Parts	343.2	425.2	110.9	24%
8544	Insulated Wire, Cable; Opt Sheath Fib Cables	14.8	79.0	20.5	433%
8702	Motor Vehicles, > Ten Persons	144.5	292.4	88.3	102%
8707	Bodies (Including Cabs), For Specific Motor Vehicles	155.4	199.9	106.3	29%
8708	Parts & Access For Motor Vehicles (Head 8701-8705)	116.9	202.6	93.0	73%
8802	Aircraft, Powered; Spacecraft & Launch Vehicles	0.0	153.3	0.2	v.l.*
8803	Parts Of Balloons, Aircraft, Spacecraft	149.1	316.2	162.0	112%
9403	Furniture And Parts	104.8	172.0	100.0	64%

*very large due to the low value in 1995. Source: World Trade Atlas

5. Western Canadian Exports in the US Market

It will be recalled from Section 4 that the US is the largest trading partner for western Canada, accounting for 75.5% of western Canadian exports in 2007. Only recently has this share declined from 79.5% in 2005. While it is good news to see the overall level of exports grow and become more diversified, our analysis would not be complete without determining how western Canadian exports have fared in this key market. This section addresses this question by means of placing Canadian exports in the context of total US imports.

The measures used are simple ones. We show Canadian and western Canadian exports to the US as a percentage of total US imports of merchandise. Observe in Figure 24 that while the rest of Canada has lost market share in the US, the West has slightly improved its relative position.

Figure 24: Canadian Market Share of US Imports, 2001-07 (C\$ billions)

Region	2001	2002	2003	2004	2005	2006	2007
Total US Imports	1,826	1,887	1,822	1,981	2,097	2,176	2,088
Canadian Exports to the US	341	336	318	337	353	349	335
% Share	18.7%	17.8%	17.5%	17.0%	16.8%	16.0%	16.0%
Western Canada Exports to the US	89	79	85	93	109	110	111
% Share	4.9%	4.2%	4.65%	4.70%	5.20%	5.04%	5.32%
Rest of Canada Exports to the US	252	257	233	244	244	239	224
% Share	13.8%	13.6%	12.8%	12.3%	11.6%	11.0%	10.7%

Source: World Trade Atlas, TradeMap

Western Canada's share has increased by 8.6% from 4.9% to 5.3%, while that of the other provinces declined by 22.5%, from 13.8% in 2001 to 10.7% in 2007. Total Canadian exports have fallen, showing that since 2001 Canada's overall position in the US market has deteriorated and, on balance, by a considerable margin.

Figure 25 shows Canada's position in the US market relative to that of other countries in terms of nominal dollar value.

Figure 25: Major Merchandise Exporters in the US Market (C\$ billions)

Importers to the US	2001	2002	2003	2004	2005	2006	2007
Total	1,826.4	1,886.7	1,822.0	1,980.5	2,096.7	2,175.6	2,087.8
EU	361.9	376.7	364.9	379.6	386.9	387.1	379.1
China	169.3	209.5	227.9	273.4	314.5	346.7	343.6
Canada	340.7	335.7	317.8	337.3	353.3	348.9	334.5
Mexico	205.5	213.6	195.0	204.9	208.8	227.3	225.3
Japan	200.8	195.6	169.3	173.1	171.8	172.6	155.5
Western Canada	88.6	78.9	84.7	93.1	109.1	109.6	111.0

Source: TradeMap

Figure 26: Major Exporters' Market Share in the US

US Trading Partner	2001	2002	2003	2004	2005	2006	2007
EU	19.8%	20.0%	20.0%	19.2%	18.5%	17.8%	18.2%
China	9.3%	11.1%	12.5%	13.8%	15.0%	15.9%	16.5%
Canada	18.7%	17.8%	17.4%	17.0%	16.9%	16.0%	16.0%
Mexico	11.3%	11.3%	10.7%	10.4%	10.0%	10.5%	10.8%
Japan	11.0%	10.4%	9.3%	8.7%	8.2%	7.9%	7.5%
Western Canada	4.9%	4.2%	4.7%	4.7%	5.2%	5.0%	5.3%

Source: TradeMap

Figure 25 shows that Canada's position has dropped from second in 2001 to third in 2007. Figure 26 shows Canada's and western Canada's shares in the US market in comparison with these other major exporters. A closer inspection of western Canada's apparent success in the US leads to oil and gas exports, i.e. the energy sectors of Alberta and Saskatchewan, as the cause.

6. The Future of Western Canada's Exports: Policy Guidance

In the previous sections we have shown the importance of trade for western Canada, the growth of exports in the most recent decade, the key export destinations, and the key products. In the process, the differences in export orientation between provinces were pointed out and the importance of NAFTA markets was highlighted. One of the findings was that exports from western Canada represented a smaller share of world exports in 2007 than they did in 1995. Despite the growth in Asia and other emerging markets with their attendant appetite for western Canada's natural resources and despite the success of the NAFTA, Canada's West has become a smaller relative player in world markets. Is this likely to continue? Should policy-makers be concerned about this trend? What, if anything, can be done about it?

In this section we aim to analyze further the threats and opportunities faced by western Canada in its international market interactions. The goal is to identify those markets that are at risk in order to provide some guidance and focus for policy. In view of the protectionist sentiment arising in the slowing of the world economy in 2008, accelerated by the continued failure to bring a speedy conclusion to the WTO's Doha Round, we observe a number of countries negotiating or concluding bilateral free trade agreements with partners that are home to competitors of Canadian, and in particular western Canadian, producers. This threat of trade diversion, as competitors gain preferential access to markets that are important to western Canadian exporters, will be assessed in some detail in this section.

To identify the potential loss of export markets we employ a simple methodology of seven steps.¹ First, to keep the task manageable, we focus on the top 20 non-energy export products (HS four-digit level) of the West to non-FTA destinations. Step two consists of identifying the five key market destinations for each of these 20 products and the corresponding export values. Step three is listing the three key competitor countries in each of these 100 market segments. In step four we question whether any of these key competitors are concluding or negotiating a free trade agreement with the target country of said exports.

1. See Chang, Y., Fish, N., Mirus., and Padua, M. 2008. *New Partners for Canada: Alberta Perspective on Bilateral Trade*.

If the answer to that question is affirmative, then our exports of that product to that country are taken to be under threat inasmuch as western Canadian producers will be facing less favourable conditions once the FTA is fully effective. Practically speaking, we consider those FTAs that have been either notified, officially announced, or for which negotiations are currently under way and have been reported by an official source since 2005. The results are listed in Appendix C.

In this fashion, the West's top 20 non-FTA exports are screened for their competitive position and the threat of trade diversion from a signed, or about-to-be-signed FTA, then the sum of all Canadian exports at risk can be attained.

Figure 27: Top Five Non-FTA Markets for Western Canada's Wheat and Meslin Exports (HS1001), 2005–2007 (C\$ millions)

Market	2005	2006	2007	Jan-Jun 2008
Total	2294.6	3048.5	3927.9	2923.7
Indonesia	160.9	274.0	382.4	284.4
Japan	240.6	236.7	312.2	317.3
EU	215.2	193.9	270.6	145.4
Iraq	0.0	115.7	212.0	117.2
Sri Lanka	96.6	231.8	202.6	196.2

Source: World Trade Atlas

Figure 28: Top Three Competitors for Canadian Exports of Wheat to Indonesia (2006)

Competitor	Free Trade Agreement Signed or Negotiated
Australia	yes
US	no
Ukraine	no

*Free Trade Agreements in negotiations started or notified since 2005.

Source: WTO, Various Departments of Foreign Affairs (or equivalent), University of McGill (link: <http://ptas.mcgill.ca/Pages%20ptas/A-Z/A.htm>)

Figure 27 shows an example for wheat exports, HS 1001. western Canada's key markets are Indonesia, Japan, the EU, Iraq and Sri Lanka. Figure 28 then shows other key suppliers of wheat to Indonesia. One of these key competitors is Australia. Figure 28 shows that Australia is negotiating, or has negotiated, an FTA with Indonesia since 2005.

Figure 29 shows the competitors' sale of wheat to Indonesia. The maximum risk that Canadian producers face is the loss of the entire market, namely \$212.2 million in 2006,² if and when Indonesia imports more wheat from Australia once the new FTA becomes fully effective.

Step five in our methodology is to sum the at-risk exports arrived at in the fashion just described for the West's top 20 export products (HS four-digit). The result gives us the figure for all Canada's exports at risk from new FTAs since 2005. In step six, we determine the upper bound estimates of the threat from new bilateral FTAs within the top western Canadian export markets. These data are gathered from steps one, two and three, where we identify the western export products at risk.

For example, if we sum up the value of all western Canadian exports under threat to Indonesia, the maximum loss of export value that western Canada would face is \$421.6 Million for its top 20 export products. We refer to the steps outlined as the "keep-up" methodology: if we want to keep up with our major competitors, we should, like them, negotiate bilateral FTAs with these key customer countries. By ranking the dollar values of major exports at risk in the various destination countries, it becomes possible to identify the high value target countries for bilateral trade negotiations. In this fashion we arrive at a priority list for Canada's policy-makers, albeit from a western perspective.

² In this case, western Canadian (regional) exports of wheat to Indonesia are higher than the Canadian export value. This is the result in differences in reporting practices for each country. In Figure 27, Canada is the reporting country and in Figure 29, Indonesia is the reporting country. This is used to only obtain a ranking of how Canada has fared in these markets relative to other importers. The maximum loss in Figure 30 is calculated based on western Canadian exports, as reported from Canada.

Figure 29: Competitors Sales of Wheat and Meslin (HS 1001) to Indonesia, 2001 to 2006 (C\$ millions)

Competitor	2003	2004	2005	2006
Australia	319.2	709.0	538.7	595.1
Canada	98.5	188.7	200.2	212.2
US	74.4	29.9	30.6	49.2
Ukraine	35.2	22.3	70.6	23.4
Iraq	0.0	115.7	212.0	117.2
Sri Lanka	96.6	231.8	202.6	196.2

Figure 30: Keep-Up Methodology Results: Western Canadian Exports at Risk With Tariffs Greater Than 1.5% (C\$ millions, 2007 export values)

Rank	Export Market	Maximum Loss (C\$ million)
1	China	2,633
2	Indonesia	382
3	India	261
4	Sri Lanka	203
5	South Korea	111
6	Bangladesh	80

Source: TradeMap, MacMap

Canadian exporters would target for bilateral FTA negotiations, in order of importance in terms of present export value at risk as derived by the “keep-up” methodology under the assumptions described above. Not surprisingly, we find China, Indonesia, and India topping the list. Sri Lanka, South Korea, and Bangladesh are in the second tier of desirable free trade partners based on our criterion of defending existing markets for key western Canadian exports.

If the existing export markets for major western Canadian products come under threat of trade diversion from new bilateral trade agreements negotiated by countries whose exporters compete head-on with our exporters, a method of identifying the major threats is needed to develop a strategy of countering the threat. The “keep-up” methodology used in this section is one of several possible ways to guide policy-makers in developing a trade policy response to proliferating FTAs.

With focus on the top 20 western exports at the HS four-digit level, our competitors in key markets have been identified, as well as the export sales at risk. New free trade agreements put a total of \$9.8 billion (2005, 2006, or 2007 sales) of western Canadian exports at risk by allowing competitors preferential access.

While more than half of these at-risk exports face zero or low average weighted tariffs, there are still \$3.9 billion facing tariffs greater than 1.5%. Given the natural resource intensity of western Canadian exports and the intense global competition they face, the risk to these exports is considerable, and a strategy of meeting the competition would suggest Canada place priority on negotiating FTAs with China, Indonesia, and India. Second tier candidates for bilateral trade negotiations based on the criterion developed here are Sri Lanka, South Korea, and Bangladesh. Of these priority candidates, Canada has negotiated only with South Korea, though some form of an agreement with the EU has of late been publicly discussed.

The seventh and final step consists of adjusting the gross estimate of “endangered exports” because many of these top 20 exports are actually facing zero or negligible tariffs in the importing countries. For simplicity we use a weighted average tariff of 1.5% or greater for the product (HS four-digit) in question as providing competitors with a sufficient pricing advantage to succeed in driving Canadian products out of the market. In that sense the “keep-up” methodology leads to an upper bound estimate of export value at risk from the proliferation of free trade agreements currently observed. It is to be kept in mind that this estimate pertains to the top 20 export products of western Canada. Inasmuch as other exports are not considered, the value at risk arrived at by our approach will be underestimated. The growth potential in export markets for many small exports may well be considerable. The “defensive” nature of the “keep-up” method of estimating exports at risk obviously cannot capture the dynamic opportunities for Canadian firms in the markets identified for negotiating bilateral free trade.

While the detailed tables are contained in the appendices, Figure 30 lists the countries western

The western perspective of our analysis is a limitation, but is also the mandate of this report. Another limitation lies in the fact that “offensive” opportunities for newly emerging exporters cannot be captured when focus is on existing export earners and defending their markets. But by covering the top 20 exports to non-FTA destinations, 80% of such exports from western Canada have been considered. Promising new exporters face the fact that the higher the value added, the higher the tariff burden tends to be. Unfortunately, we have no way of incorporating promise when relying on data from the past, albeit the most recent past.

7. Summary of Findings, Caveats and Policy Implications

Our review of the merchandise exports from western Canada for 1995-2007 shows that they have become a more important source of income for three of the four western provinces, BC being the exception. Western exports have grown at a faster rate than those of Canada as a whole, but at a rate of 209% they grew more slowly than western GDP which grew at 219%. Western exports now constitute a higher proportion of Canada's exports than in 1995, reflecting the increased economic importance of the West.

At the same time, the available data show that, despite their increased prominence within Canada, the exports of the western provinces now constitute a smaller proportion of world exports than in 2001. This is despite favourable commodity prices and a prospering world economy during the last five years. Manitoba's exports were the most stable, BC's the most volatile. The question as to the causes of the relative decline of exports from western Canada in the global context can not be answered satisfactorily without more detailed study. While the exchange rate appreciated and slowed down export receipts, this is to be expected in a country running a current account surplus. A lack of productivity growth and the very nature of the natural resource intensity of western Canada's exports may provide other partial explanations.

Over the thirteen years observation period, there was a marked shift of western exports toward NAFTA markets, although most recently the NAFTA share has leveled off. In 2007, 75.5% of western exports were destined for the US and 1.2% for Mexico, compared with 62.8% and 0.7% in 1995, respectively. Western Canada, therefore, depends heavily on an open border. Japan, the EU, China and South Korea are the most important non-FTA trading partners of the West, with China rising and Japan declining as customers. BC is most dependent on the Asian markets, Alberta least. The growth of western Canada's exports to Asia is disappointing, a mere 29.5% or an annual average growth rate of 2.2% between 1995 and 2007.

As for the composition of western exports, there are few surprises. BC is strong in forestry products; Alberta is very strong in energy, with success also in petrochemicals and agricultural products; Saskatchewan's strengths lie in oil, fertilizer, uranium and agricultural products; and Manitoba is diversified across mining, agricultural products and electricity. The four provinces have their own unique competitive advantages. Forestry has been declining as a source of export revenue, whereas electricity, oil and gas, as well as commodities, have seen strong prices. Therein lies the explanation for the different export performances of the western provinces.

On the whole, western Canada's exports have not shown a stellar performance, though there is some positive news from the manufacturing sector in Alberta and Manitoba. In the case of Alberta, we see emerging export success in energy related equipment and instrumentation. In the case of Manitoba, exports of agricultural machinery and transportation equipment are increasing.

In view of its importance, a closer look at the US market revealed that Canadian exports have lost market share, and had it not been for the high levels of recent energy exports from Alberta, the same would have been the case for exports from the West. As it were, western exports just managed to maintain their share in the US market.

The picture that emerges from our review is not an overly positive one. Good-to-adequate performance in the US and Mexican markets contrasts with a disappointing performance in the fast growing Asian markets. A mark of B- might be a generous grade for western

exporters. In addition, as suppliers of natural resources and related processed products, prices of which are determined in world markets, western Canada's merchandise exporters do not face a bright future in a slowing world economy. Diversification into unrelated higher value-added products is constrained by the nature of each province's existing competitive strengths. Diversification is also a slow process. Although diversification is discernible in Alberta's energy sector, with increased exports of manufactured products, these cannot be relied upon in the near term as their overall levels are still relatively small. Perhaps the picture is different for certain service exports, but these are not the subject here.

The above findings are partial, in the sense that neither service exports nor foreign direct investment (FDI) have been included in our review of the regional economy. Exports and outward FDI are complementary for Canada (see http://www.dfait-maeci.gc.ca/eet/trade/sot_2008/sot-2008-en.asp#f3-6). The nature of western Canada's resource strength and the small and medium size of many of the firms may limit opportunities for outward FDI and the resultant stimulus to further exports. A growing internationally successful services sector was omitted from consideration. These are caveats to our conclusions and are due to data limitations for FDI and services exports at the sub-national level.

- On the whole then, western Canadian merchandise exports have not kept pace with GDP-growth, despite favourable commodity prices. This has to be of concern, especially as this is not the global experience. The economic policy implications that follow from our analysis reflect in part the need to instill a greater international orientation in the western provinces, and in part they are based on the nature of the relationship between competitiveness and trade.
- The volatility of both the exports and the economies of the western provinces require renewed focus on easing inter- and intra-provincial labour market adjustment, so that a production slowdown in one geographical area or specialization can be offset by absorption of workers in another.
- Similarly, the regulatory framework should be scrutinized for obstacles to the interprovincial migration of workers and to foreign investment, both of which would make exporters more competitive.
- Opening minds to international opportunities is a task for educators at the high school level. The positive role of entrepreneurship needs stressing in all curricula.
- The importance of an open border with the US cannot be overemphasized. There is a need to remove more border and transactional impediments.
- The latter point implies that both provincial and federal policy-makers need to work closely with their American counterparts, especially with a new federal US administration.
- There is also need for the maintenance of and new investments in infrastructure at the border.

Finally, we attempted to identify priority partners for new bilateral free trade negotiations. Our "keep-up" methodology is based on a defensive strategy that addresses the question of where our competitors are likely to take market share from existing western exporters if they conclude bilateral agreements that they are presently negotiating or have just concluded. For western Canada the priorities are clear:

- TIn the face of continuing delay of the conclusion of the WTO-Doha Round, bilateral trade and investment agreements with China, Indonesia, and India should have the highest priority.
- TIt is a reasonably safe bet that the priorities for Canada as a whole will not be different from the ones identified here from a western perspective.

Appendices

Appendix A: Top 20 Export Products by Province

Appendix B: Western Canadian Top 20 Exports Products (C\$ million)

Appendix C: Western Canadian Top 20 Products Competitors in Key Markets

Appendix A: Top 20 Export Products by Province

British Columbia's Top 20 Export Products, Destinations, and Value (C\$ million)										
HS Code	Rank	Country	1995	1997	1999	2001	2003	2005	2007	2008 (YTD)
4407 Wood Sawn Or Chipped Length, Sliced Etc, Ov6Mm Th	0	The World	7,334.3	7854.2	7,385.0	6,624.5	5,355.3	6,325.3	4,804.3	1,848.7
	1	United States	4,172.3	50,98.0	5,271.7	4,812.7	3,708.9	4,841.8	3,393.6	1,151.6
	2	Japan	2,530.8	2,146.1	1,622.9	1,410.8	1,110.5	971.9	744.9	339.5
	3	China	7.2	4.6	5.0	21.4	46.4	62.4	105.5	80.0
	4	United Kingdom	84.0	57.7	51.2	49.8	56.9	57.4	73.2	37.0
	5	Taiwan	79.3	54.4	41.3	35.0	55.4	42.0	57.0	24.4
	6	Australia	90.7	113.8	95.7	59.2	65.8	47.9	49.7	32.1
	7	Korea, South	27.5	19.4	14.0	11.9	20.8	25.7	47.0	22.5
	8	Belgium	84.5	84.5	54.7	34.0	37.3	28.9	41.4	16.7
	9	Philippines	1.1	3.0	6.5	12.4	31.0	40.3	40.1	8.6
	10	Italy	66.4	70.5	78.7	43.5	60.7	44.9	36.5	16.5
4703 Chemical Woodpulp, Soda Or Sulfate, Not Dissoly Gr	0	The World	4,902.5	2,737.8	2,878.6	2,677.3	2,398.9	2,399.6	2,957.0	1295.0
	1	United States	1,548.0	778.0	736.3	635.6	534.5	669.7	879.3	378.1
	2	China	256.7	199.9	350.5	315.7	385.6	487.6	838.4	361.0
	3	Japan	839.7	432.5	388.8	314.3	262.5	259.6	296.6	151.7
	4	Italy	426.1	274.8	284.3	345.7	310.5	300.8	233.5	106.2
	5	Korea, South	214.6	105.6	179.3	149.5	148.5	109.2	140.4	55.3
	6	Taiwan	73.5	71.4	51.8	50.5	62.1	56.6	118.1	43.9
	7	Indonesia	43.0	51.0	110.4	48.7	70.4	61.6	83.8	35.8
	8	India	16.3	30.3	31.7	27.5	29.4	38.9	57.1	14.6
	9	Thailand	52.3	31.7	23.8	48.6	61.9	41.9	54.8	28.2
	10	Germany	539.4	269.2	161.8	197.0	155.3	122.2	50.4	19.4
2711 Petroleum Gases & Other Gaseous Hydrocarbons	0	The World	507.4	750.7	1,281.2	2,744.9	2,851.2	3,933.3	2,740.8	1,652.9
	1	United States	507.4	750.7	1,281.2	2,744.9	2,851.2	3,933.3	2,740.8	1,652.9
2701 Coal; Briquettes, Ovoids Etc. Mfr From Coal	0	The World	1420.9	2,017.6	1,299.5	1,430.6	1,450.2	2,991.7	2483.3	2,020.2
	1	Japan	824.9	1,056.9	615.6	498.7	440.7	749.0	838.1	711.7
	2	Korea, South	221.0	335.9	210.5	202.4	202.1	520.7	482.7	463.3
	3	Germany	221.0	36.6	23.6	69.2	97.4	188.8	182.4	107.1
	4	Brazil	41.7	53.0	32.9	71.0	107.7	180.1	164.4	123.0
	5	Taiwan	72.3	67.3	49.7	56.4	67.0	156.3	118.1	71.3
	6	Netherlands	23.2	25.6	42.3	113.0	84.1	91.8	112.6	15.0
	7	Italy	66.3	75.5	53.2	75.0	47.9	173.6	105.3	93.4
	8	United Kingdom	33.3	70.7	48.7	56.1	64.7	179.0	98.2	94.2
	9	Turkey	15.8	47.4	47.9	52.5	57.7	146.3	97.9	76.7
	10	France	29.8	39.4	25.4	26.0	23.7	74.2	66.5	44.0

HS Code	Rank	Country	1995	1997	1999	2001	2003	2005	2007	2008 (YTD)
2603 Copper Ores And Concentrates	0	The World	861.7	554.6	272.9	457.8	421.9	983.5	1,159.1	603.1
	1	Japan	564.0	374.5	225.0	262.7	298.9	487.9	791.8	419.4
	2	China	71.3	68.8	0.0	84.7	35.6	183.8	173.8	85.5
	3	Korea, South	97.0	45.9	31.2	49.9	26.5	152.6	84.0	63.6
	4	India	0.0	0.0	0.0	16.8	20.0	47.2	82.1	0.0
	5	Philippines	52.4	51.0	16.8	15.4	40.9	67.4	27.3	34.4
7601 Aluminum, Unwrought	0	The World	517.9	509.0	513.1	491.1	472.5	586.0	766.5	365.6
	1	Japan	329.8	328.0	292.0	248.0	262.1	399.1	509.2	239.2
	2	Korea, South	129.0	140.3	85.6	150.5	148.9	94.7	142.5	57.8
	3	United States	56.6	33.2	130.9	86.7	54.3	63.8	52.7	48.5
	4	Thailand	0.6	3.6	0.6	1.1	0.0	0.0	40.1	0.0
	5	China	0.0	0.0	0.0	0.1	0.5	9.0	13.3	5.7
	6	United Kingdom	0.0	0.0	0.0	1.6	0.8	1.1	2.7	0.9
	7	Mexico	0.0	0.0	0.0	0.0	0.0	0.0	2.0	0.0
	8	Israel	0.0	0.0	0.0	0.0	0.0	0.0	1.9	0.0
	9	Hong Kong	1.2	1.3	1.4	3.1	1.9	18.2	1.6	1.6
	10	Ireland	0.0	0.0	0.0	0.0	0.0	0.0	0.2	0.0
7901 Zinc, Unwrought	0	The World	224.3	416.6	453.1	236.3	319.5	312.0	752.2	330.2
	1	United States	171.9	298.1	352.9	182.5	237.0	218.0	600.2	278.7
	2	Hong Kong	4.6	13.7	12.8	17.0	15.3	20.7	30.2	7.9
	3	Malaysia	2.2	7.9	19.1	2.3	12.2	12.2	26.7	5.7
	4	Japan	3.9	18.5	10.4	6.9	4.6	5.2	23.5	2.7
	5	Philippines	9.1	25.0	14.5	3.5	7.7	5.7	15.8	4.6
	6	China	0.3	1.2	0.1	0.1	1.8	12.6	14.4	9.7
	7	Belgium	0.0	0.0	0.0	0.0	0.0	0.0	12.3	4.1
	8	Indonesia	14.5	24.1	11.5	13.8	6.9	13.3	8.7	1.8
	9	Thailand	5.1	2.2	2.0	0.4	0.6	1.9	5.9	1.1
	10	Vietnam	0.0	0.5	0.2	0.0	0.3	0.2	5.7	0.1
2716 Electrical Energy	0	The World	62.6	222.6	458.0	2,085.3	382.1	675.7	639.8	201.0
	1	United States	62.6	222.6	458.0	2,085.3	382.1	675.7	639.8	201.0

HS Code	Rank	Country	1995	1997	1999	2001	2003	2005	2007	2008 (YTD)
4802 Paper, Uncoat, For Writing Etc, Rolls; Hndmd Paper	0	The World	284.7	317.8	470.5	582.8	556.5	531.5	564.7	298.0
	1	United States	194.1	267.7	400.9	485.6	448.0	471.3	500.8	271.9
	2	Mexico	0.0	0.0	0.3	6.4	14.4	12.5	17.6	5.7
	3	Taiwan	2.5	2.5	4.4	3.4	17.3	6.7	13.4	5.1
	4	Peru	0.0	0.0	0.0	8.9	1.7	0.1	9.9	2.4
	5	Venezuela	3.5	2.0	0.9	1.7	1.6	8.5	8.2	3.0
	6	Hong Kong	0.1	0.6	1.2	1.4	2.0	2.5	2.7	1.6
	7	Saudi Arabia	0.0	0.0	0.0	8.2	0.0	0.0	2.5	2.8
	8	Morocco	0.0	0.0	0.0	0.0	0.0	0.0	1.8	0.3
	9	Chile United Arab Emirates	0.0	0.0	1.3	0.0	0.0	0.0	1.7	1.6
	10		0.0	0.0	0.0	0.1	0.1	0.0	1.6	0.0
4418 Builders' Joinery And Carpentry Of Wood	0	The World	326.8	538.1	839.5	626.4	500.7	545.0	468.1	174.3
	1	United States	288.3	472.9	791.1	580.4	467.0	511.3	434.0	160.5
	2	Japan	22.7	49.3	37.7	37.0	25.4	19.5	13.1	2.3
	3	United Kingdom	2.4	4.1	2.0	2.1	2.0	3.0	5.2	2.2
4418 Builders' Joinery And Carpentry Of Wood	4	China	0.6	0.5	0.2	0.4	0.5	0.2	3.1	0.2
	5	Thailand	0.0	0.1	0.0	0.0	0.3	0.8	1.7	1.2
	6	Germany	6.4	2.2	2.0	0.5	0.4	0.8	1.6	1.0
	7	France	0.7	1.5	0.9	0.9	0.4	1.2	1.4	1.6
	8	Jamaica	0.1	0.1	0.2	0.2	0.3	0.9	1.4	0.7
	9	Belgium	1.0	0.8	0.6	0.3	0.7	0.6	1.0	0.7
2613 Molybdenum Ores And Concentrates	0	The World	157.8	90.1	42.4	46.2	128.2	584.5	436.1	247.5
	1	Japan	81.1	57.0	15.5	16.7	44.8	195.9	139.0	72.5
	2	Netherlands	1.1	12.5	16.4	6.8	36.7	66.6	127.0	76.2
	3	United States	28.9	6.5	8.3	5.0	26.2	186.9	72.4	62.6
	4	Mexico	0.0	0.0	0.0	0.0	4.5	70.8	56.1	31.9
	5	Germany	0.2	5.9	0.1	0.9	9.5	26.3	21.4	0.0
	6	Korea, South	5.0	2.6	0.0	0.0	0.2	0.0	18.3	0.8
	7	India	1.0	0.7	1.6	1.1	3.0	2.2	1.9	0.6
4801 Newsprint, In Rolls Or Sheets	0	The World	1,553.3	836.0	948.2	889.0	584.6	624.3	433.3	161.9
	1	United States	996.8	476.8	505.3	487.4	351.7	362.2	244.7	92.6
	2	India	4.1	2.3	25.9	19.0	26.0	66.0	58.3	6.3
	3	Venezuela	9.9	7.9	10.4	25.0	7.2	25.9	27.7	12.9
	4	Taiwan	98.5	43.9	37.7	40.8	34.5	50.2	25.1	17.8
	5	Guatemala	14.6	7.8	11.6	18.1	9.0	14.5	16.3	6.5
	6	China	1.2	16.6	2.3	1.0	0.0	2.0	13.6	4.6
	7	Australia	36.9	6.7	1.8	2.0	0.0	0.0	11.8	1.9
	8	Hong Kong	49.5	40.1	46.0	33.8	13.1	20.0	7.0	9.1
	9	Singapore	18.9	12.0	16.0	15.8	9.8	5.4	6.5	4.2
	10	El Salvador	10.4	0.0	2.2	12.1	14.5	11.5	5.4	1.3

HS Code	Rank	Country	1995	1997	1999	2001	2003	2005	2007	2008 (YTD)
4410 Particle Board & Similar Board Of Wood Etc.	0	The World	205.5	270.6	478.9	401.2	633.6	582.9	423.7	156.8
	1	United States	177.4	232.7	422.9	348.3	603.3	551.3	352.1	126.6
	2	Japan	14.1	26.4	48.0	44.4	25.7	27.9	50.2	22.6
	3	Korea, South	10.8	4.7	2.2	4.6	1.7	2.4	9.5	3.2
	4	Russia	0.8	0.0	0.0	0.0	0.0	0.0	3.4	1.6
	5	Turkey	0.0	0.0	0.0	0.0	0.0	0.0	2.3	0.1
	6	China	0.1	0.0	0.0	0.5	2.5	1.1	2.0	1.4
	7	Chile	0.0	0.3	3.9	2.1	0.0	0.0	1.0	0.0
4403 Wood In The Rough, Stripped Or Not Of Sapwood Etc	0	The World	118.3	75.4	305.7	418.4	501.8	589.2	417.7	162.6
	1	United States	81.7	59.6	164.6	236.9	224.3	331.0	227.0	64.6
	2	Japan	30.6	15.0	138.1	170.1	234.1	212.3	132.9	63.6
	3	Korea, South	5.2	0.5	1.0	5.0	34.2	31.6	42.7	22.7
	4	China	0.0	0.0	0.0	0.3	5.2	9.7	10.7	9.7
	5	Taiwan	0.2	0.1	1.2	5.5	1.6	3.1	2.9	1.7
0302 Fish, Fresh Or Chilled (No Fillets Or Other Meat)	0	The World	247.8	277.0	353.7	352.9	359.4	364.7	411.6	185.0
	1	United States	236.8	265.0	335.9	330.7	335.3	308.5	379.4	166.8
302 Fish, Fresh Or Chilled (No Fillets Or Other Meat)	2	Japan	5.6	5.0	8.5	7.6	10.6	27.1	17.6	9.8
	3	United Kingdom	0.0	0.1	2.9	2.0	2.5	3.4	4.5	1.3
	4	Taiwan	2.5	5.0	5.3	10.6	7.1	13.7	3.1	3.6
	5	France	0.0	0.0	0.0	0.0	0.3	1.8	1.9	0.2
	6	Sweden	0.0	0.0	0.0	0.1	0.0	1.2	1.4	0.6
	7	China	0.0	0.4	0.0	0.3	0.4	1.1	1.1	0.4
4804 Kraft Paper & Paperboard, Uncoat Nesoi, Rolls Etc	0	The World	423.5	296.4	334.3	383.2	332.4	352.2	344.3	186.5
	1	United States	97.2	71.4	137.1	200.3	159.1	139.2	136.9	75.5
	2	Mexico	0.0	1.3	3.3	10.7	16.5	48.5	47.5	20.4
	3	Korea, South	65.9	41.3	33.9	29.6	15.7	17.8	23.0	9.0
	4	Germany	0.0	0.5	0.1	0.9	8.1	23.2	17.9	10.8
	5	Ecuador	0.0	0.2	0.0	4.2	10.2	9.7	16.7	6.6
	6	Egypt	13.4	11.0	0.0	1.5	20.6	5.1	12.1	18.7
	7	Guatemala	0.1	2.5	1.5	1.1	3.7	5.5	10.9	4.6
	8	Chile	0.0	0.5	6.1	9.7	10.4	11.2	10.9	4.3
	9	France	0.0	0.0	0.0	0.2	2.5	14.3	9.9	7.7
	10	United Arab Emirates	4.9	3.1	1.4	5.2	3.9	3.2	6.9	3.6

HS Code	Rank	Country	1995	1997	1999	2001	2003	2005	2007	2008 (YTD)
4705 Semichemical Woodpulp	0	The World	367.7	203.3	244.3	259.0	322.2	218.9	270.5	159.3
	1	Korea, South	76.5	52.8	77.7	39.7	60.4	40.2	96.0	55.0
	2	China	3.3	4.0	27.1	33.3	106.3	73.0	80.9	61.8
	3	United States	51.8	66.2	49.7	70.8	24.2	32.5	24.4	10.8
	4	Indonesia	27.1	24.4	19.0	18.9	29.9	12.6	21.6	9.1
	5	Taiwan	34.3	12.4	18.0	15.9	18.0	23.2	21.2	12.7
	6	India	23.2	6.6	14.1	16.0	8.2	8.8	9.6	8.4
	7	New Zealand	0.0	0.0	0.0	0.0	0.0	0.0	4.6	0.0
	8	Germany	0.0	1.0	2.7	9.3	1.5	0.0	4.0	0.0
	9	Italy	41.7	8.1	8.5	9.4	15.6	10.2	2.9	0.0
	10	Japan	21.5	12.0	1.4	8.4	20.0	1.5	2.6	0.4
7204 Ferrous Waste & Scrap; Remelt Scr Iron/Steel Ingot	0	The World	53.5	65.9	43.4	60.2	69.8	134.7	212.7	169.4
	1	United States	45.9	58.4	30.2	38.5	50.4	89.3	121.4	97.0
	2	China	2.7	1.3	9.4	19.8	16.9	26.4	41.3	31.1
	3	Korea, South	0.8	0.4	1.4	0.2	0.0	2.1	27.7	14.8
	4	Taiwan	0.3	0.4	0.5	0.2	0.6	3.0	7.8	17.6
	5	Indonesia	0.0	0.0	0.0	0.0	0.0	9.0	6.3	0.6
	6	Vietnam	0.0	0.0	0.0	0.0	0.0	0.2	3.8	5.6
	7	Hong Kong	2.3	4.0	1.2	0.2	0.2	0.7	1.1	0.5
4412 Plywood, Veneered Panels & Similar Laminated Wood	0	The World	271.2	256.8	303.4	279.2	271.8	287.4	212.5	73.1
	1	United States	21.2	25.9	150.5	201.9	234.5	264.0	178.9	58.5
	2	Japan	117.1	129.5	114.9	61.4	30.9	15.5	13.4	2.2
	3	United Kingdom	28.7	17.3	10.1	10.1	4.3	3.7	11.0	7.5
	4	Italy	20.5	19.2	5.2	0.8	0.5	1.5	3.1	0.8
	5	Panama	0.0	0.0	0.0	0.0	0.0	0.0	1.6	1.4
8708 Parts & Access For Motor Vehicles (Head 8701-8705)	0	The World	116.9	128.6	161.4	164.4	192.0	222.4	202.6	93.0
	1	United States	86.2	81.3	140.8	148.5	179.1	198.9	178.6	82.5
	2	Australia	3.1	2.7	1.3	1.1	3.0	10.4	9.8	3.3
	3	China	0.2	0.2	0.2	0.5	0.2	0.3	3.3	0.2
	4	Singapore	0.7	1.4	1.1	3.8	3.2	5.5	2.4	2.7
	5	Chile	0.6	2.8	0.5	0.7	2.3	1.0	1.7	0.8
	6	Germany	0.0	0.4	0.1	0.4	0.2	1.1	1.2	0.6
	7	Zambia	0.0	0.0	0.0	0.0	0.0	0.1	1.0	0.1
	8	South Africa	0.6	1.2	0.0	0.7	0.4	0.4	1.0	0.4
	9	Indonesia	0.0	0.3	2.4	0.1	0.3	0.9	0.8	1.0
	10	New Zealand	0.2	0.2	0.1	0.4	0.3	0.4	0.7	0.1

Alberta's Top 20 Export Products, Destinations, and Value (C\$ million)										
HS Code	Rank	Country	1995	1997	1999	2001	2003	2005	2007	2008 (YTD)
2709 Crude Oil From Petroleum And Bituminous Minerals	0	The World	7,056.1	8,500.6	7,679.3	12,629.4	15,878.9	20,710.0	28,208.1	21,398.6
	1	United States	7,056.1	8,500.6	7,679.3	12,629.4	15,851.3	20,696.2	27,947.1	21,352.2
	2	China	-	-	-	-	27.6	-	161.2	24.6
	3	Singapore	-	-	-	-	-	-	99.8	21.7
2711 Petroleum Gases & Other Gaseous Hydrocarbons	0	The World	6,959.7	9,803.0	10,137.7	23,132.4	23,611.6	32,450.1	26,570.7	15,898.9
	1	United States	6,959.7	9,803.0	10,137.7	23,132.4	23,611.5	32,449.9	26,570.6	15,898.9
3901 Polymers Of Ethylene, In Primary Forms	0	The World	1,061.3	653.3	625.9	1,149.2	1,603.6	2,791.2	3,134.3	1,670.7
	1	United States	886.6	476.0	425.3	970.4	1,427.3	2,460.7	2,543.7	1,134.7
	2	China	51.7	35.0	71.0	99.3	67.6	125.1	235.9	112.1
	3	Mexico	2.9	4.1	5.8	17.9	19.0	66.2	122.4	54.4
	4	Taiwan	17.7	14.9	11.8	8.9	4.3	18.1	56.5	23.0
	5	Malaysia	5.1	8.1	6.7	8.5	6.6	24.3	26.9	19.3
	6	Australia	19.7	23.9	10.5	2.8	11.3	7.3	21.2	8.3
	7	Israel	0.1	0.1	0.4	0.4	1.5	12.4	17.3	6.7
	8	Hong Kong	8.7	7.3	5.8	2.9	1.9	2.7	11.8	7.4
	9	India	2.7	1.5	1.0	0.9	0.6	4.7	11.3	16.8
	10	Japan	12.9	20.1	13.9	4.1	6.1	4.7	8.8	8.2
1001 Wheat And Meslin	0	The World	1,067.1	1,432.5	993.1	1,136.2	737.0	834.4	1,566.4	1,228.0
	1	United States	100.1	113.5	115.0	123.5	10.3	21.5	158.7	210.5
	2	Indonesia	28.9	98.1	46.6	46.0	19.5	59.1	146.3	109.3
	3	Japan	86.5	97.0	99.3	102.9	73.9	81.9	104.1	107.9
	4	Mexico	30.6	44.1	49.8	76.7	48.3	54.2	82.9	29.4
	5	Iraq	-	-	10.2	-	-	-	81.4	45.0
	6	Sri Lanka	-	7.1	10.4	3.6	6.6	35.9	75.9	75.4
	7	Sudan	-	4.8	1.9	13.6	9.1	11.6	66.5	35.1
	8	Bangladesh	1.4	21.6	16.5	14.6	7.5	5.9	57.2	9.5
	9	Italy	18.9	31.7	23.1	24.6	73.5	47.9	56.9	28.7
	10	United Kingdom	11.4	17.4	29.2	26.3	22.5	30.3	54.3	32.7
2905 Acyclic Alcohols & Halogenat, Sulfonatd Etc Derivs	0	The World	527.3	481.3	333.4	533.6	765.5	1,350.1	1,364.3	634.4
	1	China	53.1	53.2	63.9	212.6	373.7	883.8	1,061.1	570.0
	2	United States	150.1	135.0	133.8	208.6	210.0	290.4	218.3	158.4
	3	Korea, South	71.3	63.5	43.3	64.8	91.6	128.7	66.4	14.1
	4	Mexico	-	-	-	-	23.3	12.8	8.6	20.6
	5	Netherlands	-	3.4	0.0	-	-	-	3.8	0.0
	6	Indonesia	57.7	53.8	21.6	4.6	1.6	1.7	3.2	0.0
	7	Taiwan	84.8	92.8	64.3	33.7	32.6	7.7	2.7	5.2

HS Code	Rank	Country	1995	1997	1999	2001	2003	2005	2007	2008 (YTD)
7502 Nickel, Unwrought	0	The World	149.5	226.1	180.1	219.5	384.7	522.2	1,172.3	401.8
	1	Netherlands	30.0	65.7	58.3	70.3	73.3	108.9	452.6	132.6
	2	China	-	-	-	4.4	10.2	47.1	304.2	160.2
	3	Belgium	40.5	13.6	12.8	25.8	88.6	136.0	97.2	29.4
	4	Italy	3.7	40.9	66.0	49.0	17.7	33.5	95.7	16.3
	5	Japan	21.3	13.0	5.0	1.7	30.3	37.7	65.9	13.8
	6	Spain	1.7	3.5	-	1.0	24.7	26.6	41.2	13.8
	7	Korea, South	-	11.2	15.9	3.8	26.0	28.2	39.4	6.1
	8	Taiwan	8.7	9.5	1.2	3.6	14.4	22.1	26.6	14.4
	9	South Africa	-	-	-	-	-	1.1	16.5	0.0
	10	Hong Kong	-	-	-	-	5.5	-	16.4	0.0
4703 Chemical Woodpulp, Soda Or Sulfate, Not Dissoly Gr	0	The World	1,052.5	876.1	1,055.8	1,051.3	919.4	994.4	995.9	525.4
	1	United States	295.6	385.8	504.5	508.8	410.0	519.6	620.7	330.1
	2	Japan	339.6	231.8	201.9	185.6	151.0	145.6	122.2	77.1
	3	Korea, South	157.2	75.9	156.3	147.2	163.6	146.6	101.4	72.0
	4	China	13.0	0.6	26.9	33.8	48.7	67.6	69.8	78.8
	5	Taiwan	16.8	14.1	17.9	21.1	18.6	20.9	20.9	10.3
	6	Mexico	7.2	8.8	11.3	9.2	15.1	14.3	15.6	11.4
	7	Australia	-	0.7	-	1.0	4.6	7.4	10.5	9.8
	8	Belgium	27.1	15.2	18.3	27.4	20.8	17.6	7.9	0.0
	9	Thailand	7.0	6.2	2.6	3.3	3.2	3.5	7.2	9.0
	10	Malaysia	1.1	3.7	3.8	2.9	3.0	3.1	3.7	2.0
1205 Rape Or Colza Seeds, Whether Or Not Broken	0	The World	508.4	413.5	427.4	440.9	328.9	511.3	922.7	761.0
	1	Japan	288.6	284.4	209.8	190.5	178.1	252.5	352.3	296.8
	2	Mexico	64.0	70.7	53.5	84.2	62.3	130.4	185.7	140.2
	3	China	21.2	-	135.4	129.3	29.6	45.9	134.9	114.6
	4	United States	27.9	50.3	27.4	36.2	12.2	54.9	105.7	120.1
	5	Pakistan	-	-	-	-	41.7	20.0	83.0	23.0
	6	United Arab Emirates	-	-	-	-	-	3.6	36.0	36.6
	7	Bangladesh	1.4	-	-	-	1.7	3.2	22.7	15.6
	8	India	-	0.0	-	-	1.0	0.1	1.4	0.0
2710 Oil (Not Crude) From Petrol & Bitum Mineral Etc.	0	The World	226.0	294.7	322.4	468.7	431.3	608.7	881.9	437.0
	1	United States	224.5	293.0	321.5	467.4	392.8	533.3	857.0	320.4
	2	Finland	0.0	-	-	-	-	-	15.4	0.0
	3	Dominican Republic	-	-	-	-	-	-	6.3	0.0

HS Code	Rank	Country	1995	1997	1999	2001	2003	2005	2007	2008 (YTD)
0201 Meat Of Bovine Animals, Fresh Or Chilled	0	The World	316.1	575.4	1,036.6	1,447.5	959.9	1,284.6	742.0	383.5
	1	United States	305.7	567.2	980.0	1,218.4	843.4	1,116.6	608.5	320.4
	2	Mexico	0.1	0.4	34.6	190.2	92.9	157.8	116.3	54.7
	3	Japan	9.5	5.3	19.2	33.2	13.8	0.0	9.9	3.6
	4	France	0.0	1.6	0.9	2.4	4.0	3.9	2.4	1.4
	5	Hong Kong	0.5	0.5	0.4	0.1	0.0	3.0	2.0	0.4
0102 Bovine Animals, Live	0	The World	690.6	662.4	466.8	712.7	196.4	273.0	717.7	287.4
	1	United States	690.4	658.5	466.1	712.6	196.2	273.0	711.6	287.4
	2	Russia	-	-	-	-	-	-	5.5	0.0
8431 Parts For Machinery Of Headings 8425 To 8430	0	The World	74.0	123.5	133.9	331.1	276.8	366.7	686.6	408.4
	1	United States	38.6	78.1	93.6	136.0	130.3	217.9	375.8	209.4
	2	Russia	4.7	7.0	3.7	24.3	12.5	9.6	33.3	11.8
	3	Singapore	4.5	6.6	1.3	11.6	2.1	4.1	26.3	12.7
	4	United Arab Emirates	0.9	0.8	1.1	4.1	5.3	11.9	24.0	15.3
	5	Mexico	0.1	0.2	0.1	8.2	7.8	3.5	23.7	13.0
	6	United Kingdom	0.9	3.7	2.0	8.7	5.5	4.3	18.7	5.2
	7	Norway	6.9	0.2	0.9	4.0	1.1	0.8	12.7	7.5
	8	Cuba	0.8	3.3	1.8	6.1	15.2	20.0	10.6	10.5
	9	China	0.3	0.6	0.2	6.7	3.4	7.5	10.6	8.2
	10	Indonesia	0.2	0.4	2.5	2.1	2.8	1.2	8.6	9.0
2901 Acyclic Hydrocarbons	0	The World	26.7	97.0	33.1	49.5	207.4	378.2	594.1	273.9
	1	United States	26.7	97.0	33.1	49.5	207.4	378.2	594.1	273.9
2902 Cyclic Hydrocarbons	0	The World	207.9	274.3	252.6	464.7	427.5	500.7	582.1	273.5
	1	United States	13.6	128.7	160.5	464.7	427.3	500.7	581.7	273.5
3102 Mineral Or Chemical Fertilizers, Nitrogenous	0	The World	276.6	401.8	422.1	304.4	288.5	467.0	494.7	318.3
	1	United States	224.6	373.2	394.9	296.4	287.4	460.9	475.7	313.7
	2	New Zealand	-	-	7.4	6.5	1.1	5.5	12.4	2.8
	3	Brazil	-	-	-	-	-	-	3.4	0.0
	4	Russia	-	-	-	-	-	-	1.4	0.4

HS Code	Rank	Country	1995	1997	1999	2001	2003	2005	2007	2008 (YTD)
2503 Sulfur Of All Kinds Nesoi	0	The World	369.5	311.8	263.5	137.5	189.9	437.1	466.8	1,012.1
	1	China	2.2	7.7	63.6	41.4	50.5	277.1	255.4	486.8
	2	Brazil	58.9	63.0	35.0	29.9	35.8	15.9	55.0	129.2
	3	United States	106.6	33.2	17.3	11.9	51.4	39.7	47.4	156.1
	4	Australia	8.8	4.4	8.6	0.8	1.7	30.3	42.6	103.3
	5	South Africa	26.6	23.4	28.0	9.1	16.3	17.9	30.4	59.7
	6	New Zealand	11.9	7.5	7.0	3.9	-	7.0	10.0	23.4
	7	Chile	7.8	3.0	3.0	-	3.4	10.6	8.9	6.5
	8	Indonesia	14.4	5.5	5.7	3.2	5.9	6.0	6.7	19.6
	9	Russia	-	-	-	-	-	10.8	5.1	0.0
	10	Mexico	13.3	15.1	23.8	-	-	-	4.4	27.0
1514 Rapeseed, Colza Or Mustard Oil Etc, Not Chem Modif	0	The World	149.6	176.5	105.8	118.3	157.2	274.2	457.6	280.0
	1	China	10.0	0.0	0.1	0.1	14.0	81.8	208.2	155.9
	2	United States	107.0	80.4	83.5	87.2	69.8	70.9	123.7	79.8
	3	Hong Kong	9.8	17.3	7.8	10.6	5.6	13.2	23.3	10.4
	4	Korea, South	2.9	56.0	0.2	10.0	25.5	8.0	22.4	13.2
	5	Taiwan	0.5	5.8	1.9	3.0	3.3	21.8	20.6	6.1
	6	Germany	-	-	-	-	4.1	14.9	16.7	0.0
	7	Japan	8.7	15.5	1.2	4.3	20.1	19.5	12.2	4.7
	8	Malaysia	0.0	0.0	-	-	2.8	13.5	12.2	7.0
	9	Netherlands	-	-	-	-	-	5.6	11.7	0.0
	10	Colombia	-	-	-	0.0	0.4	1.1	1.4	1.4
7305 Tubes & Pipes Nesoi, Ext Dia Ov406-4Mm, Ir & Steel	0	The World	0.2	0.4	2.4	22.2	9.3	125.8	438.6	220.2
	1	United States	0.2	0.3	2.2	22.1	8.9	125.3	419.5	218.9
	2	Denmark	-	-	-	-	-	-	18.9	0.0
4407 Wood Sawn Or Chipped Length, Sliced Etc, Ov6Mm Th	0	The World	212.8	750.3	838.5	698.7	584.5	617.4	434.8	160.1
	1	United States	126.5	635.7	753.6	640.2	515.0	569.9	403.8	148.4
	2	Japan	84.1	108.6	82.3	56.9	65.0	43.5	19.9	9.8
	3	China	-	0.0	-	0.2	0.8	0.6	2.4	0.5
	4	Israel	-	-	-	-	-	-	2.2	0.2
	5	Mexico	-	-	-	0.0	0.3	1.1	1.1	0.4
	6	Korea, South	-	0.3	0.2	0.3	1.6	0.9	1.0	0.0

HS Code	Rank	Country	1995	1997	1999	2001	2003	2005	2007	2008 (YTD)
8517 Electric Apparatus For Line Telephony Etc, Parts	0	The World	343.2	348.1	488.2	874.1	561.2	338.9	425.2	110.9
	1	United States	263.8	263.8	357.7	676.9	337.2	200.5	276.3	42.7
	2	Mexico	1.3	13.2	9.1	6.5	4.4	14.2	32.5	8.9
	3	Singapore	1.4	1.3	0.6	10.7	21.1	30.8	23.9	14.4
	4	United Kingdom	33.2	19.2	27.3	13.1	10.2	6.0	18.7	11.8
	5	China	-	0.1	0.1	2.1	1.4	5.0	12.5	6.5
	6	Hong Kong	0.7	1.8	12.2	23.8	38.5	15.5	11.2	8.4
	7	Taiwan	2.4	5.6	21.1	51.5	84.4	17.3	5.7	3.7
	8	Korea, South	0.3	0.4	0.3	6.7	6.2	6.3	4.7	2.1
	9	Australia	1.7	13.6	25.5	17.4	14.6	14.5	4.7	4.0
	10	France	0.1	0.1	0.5	1.0	0.0	0.8	4.0	0.5

Saskatchewan's Top 20 Export Products, Destinations, and Value (C\$ million)

HS Code	Rank	Country	1995	1997	1999	2001	2003	2005	2007	2008 (YTD)
2709 Crude Oil	0	The World	1,668.5	1,888.6	1,634.8	2,543.8	3,056.1	5,606.5	6,883.4	4,949.5
	1	United States	1,668.5	1,888.6	1,634.8	2,543.8	3,056.1	5,606.5	6,883.4	4,949.5
3104 Mineral Or Chemical Fertilizers, Potassic	0	The World	1,536.2	1,603.1	2,006.7	2,133.2	1,846.0	2,614.3	2,830.5	2,295.4
	1	United States	809.8	865.0	1,119.7	1,048.9	1,070.1	1,516.4	1,665.4	1,396.1
	2	China	276.5	258.5	296.2	331.8	255.3	435.5	414.6	73.3
	3	India	13.7	3.0	41.0	43.4	82.0	138.9	177.4	182.1
	4	Brazil	44.6	74.3	75.4	106.2	142.0	159.5	155.5	120.3
	5	Malaysia	67.3	69.2	74.7	80.0	59.1	85.9	119.0	117.3
	6	Indonesia	21.1	18.1	28.3	33.5	44.4	85.8	111.1	148.8
	7	Vietnam	0.1	8.2	12.0	11.7	18.1	26.1	37.8	42.2
	8	Thailand	6.4	13.6	25.9	33.9	17.5	41.8	35.9	54.7
	9	New Zealand	29.2	23.3	24.9	35.9	15.4	24.5	21.7	20.6
	10	Philippines	6.0	4.7	9.9	10.0	11.6	6.5	21.0	19.6
1001 Wheat And Meslin	0	The World	2,336.2	3,077.7	1,843.6	1,994.8	1,288.1	1,297.4	2,533.3	2,014.3
	1	United States	160.9	274.8	231.3	225.5	16.7	62.6	278.9	367.7
	2	Indonesia	54.1	177.1	57.6	62.4	26.5	66.7	179.4	132.6
	3	Japan	175.6	207.8	168.8	165.1	116.6	115.4	173.0	172.1
	4	Algeria	369.5	430.3	278.3	160.4	148.1	53.9	148.5	275.4
	5	Morocco	28.4	63.6	72.9	142.9	67.9	86.5	147.0	102.5
	6	Italy	67.5	114.8	56.1	79.3	171.6	120.6	138.2	71.2
	7	Venezuela	52.1	104.8	90.6	122.4	71.8	74.0	110.0	99.3
	8	Mexico	42.5	81.8	74.4	100.1	63.9	74.4	101.2	35.7
	9	Iraq	-	-	15.3	-	-	-	98.8	54.6
	10	Sri Lanka	-	13.0	15.6	4.6	8.5	39.1	97.9	91.4

HS Code	Rank	Country	1995	1997	1999	2001	2003	2005	2007	2008 (YTD)
2844 Radioactive Chemical Elements & Isotopes Etc.	0	The World	165.1	183.7	133.1	292.5	140.8	412.8	1,379.0	638.4
	1	United Kingdom	7.1	26.2	2.0	15.9	16.3	98.2	1,015.9	510.1
	2	France	56.1	28.3	81.8	147.6	52.2	113.4	278.4	32.2
	3	United States	101.8	129.1	49.4	129.0	72.4	199.7	78.1	87.1
	4	Argentina	-	-	-	-	-	-	6.6	9.0
0713 Leguminous Vegetables, Dried Shelled	0	The World	289.6	312.2	456.7	530.9	370.0	640.6	1,048.9	594.9
	1	India	5.4	27.3	49.0	113.9	90.9	159.7	337.6	113.0
	2	Bangladesh	-	2.1	38.4	29.4	31.6	18.8	79.5	35.1
	3	China	0.1	17.6	4.7	21.6	6.9	38.6	74.5	39.1
	4	Colombia	8.4	24.1	26.3	33.2	25.2	26.9	47.3	24.4
	5	United Arab Emirates	5.4	3.4	6.0	4.6	6.6	14.1	43.8	37.7
	6	Algeria	5.6	11.5	29.6	21.6	27.8	27.9	36.9	32.7
	7	Pakistan	14.8	0.7	10.7	18.1	7.4	25.0	27.7	18.4
	8	Cuba	7.0	14.9	46.4	9.5	0.1	8.1	21.8	17.4
	9	Spain	44.8	31.6	41.5	57.1	22.3	85.4	21.5	10.9
	10	Egypt	0.5	6.1	9.7	16.0	4.9	22.0	21.3	16.9
1205 Rape Or Colza Seeds, Whether Or Not Broken	0	The World	583.4	560.6	546.0	543.1	492.3	470.2	1,019.4	840.8
	1	Japan	331.9	391.7	269.3	241.7	266.5	232.2	389.3	327.9
	2	Mexico	73.5	97.3	68.7	106.8	93.3	119.9	205.2	154.9
	3	China	24.4	-	173.7	164.1	44.3	42.2	149.0	126.6
	4	United States	31.1	60.8	32.8	29.5	18.3	50.5	116.7	132.7
	5	Pakistan	-	-	-	-	62.4	18.4	91.6	25.5
	6	United Arab Emirates	-	-	-	-	-	3.3	39.8	40.4
	7	Bangladesh	1.6	-	-	-	2.6	2.9	25.1	17.2
	8	India	-	0.0	-	-	1.5	0.1	1.6	-
1003 Barley	0	The World	197.5	307.1	133.1	208.7	86.2	203.9	285.4	308.1
	1	Saudi Arabia	7.0	85.2	-	12.7	22.4	26.3	94.2	132.8
	2	United States	81.6	85.4	64.0	73.7	24.5	11.1	63.8	62.3
	3	China	39.7	68.9	25.7	89.5	10.5	86.3	59.9	26.6
	4	Japan	43.5	43.9	23.0	18.2	15.2	29.4	28.0	46.9
	5	Colombia	8.8	0.8	-	1.1	2.4	3.1	11.5	11.1
	6	South Africa	-	-	-	3.1	8.6	8.9	8.8	-
	7	Mexico	-	1.9	11.6	1.5	0.3	-	8.5	10.8
	8	Vietnam	-	-	-	-	-	0.5	3.8	2.8
	9	Peru	-	-	-	-	-	3.2	3.8	2.2
	10	Ecuador	1.1	-	-	0.0	-	0.7	3.0	1.3

HS Code	Rank	Country	1995	1997	1999	2001	2003	2005	2007	2008 (YTD)
1004 Oats	0	The World	103.4	159.8	91.2	116.5	71.0	93.6	281.6	167.7
	1	United States	95.5	152.9	86.1	110.5	68.9	90.5	254.3	161.0
	2	Mexico	0.3	0.2	0.1	0.4	0.2	0.4	8.7	1.2
	3	Japan	2.9	2.8	1.7	2.4	1.5	2.3	8.3	3.6
	4	Ecuador	-	-	0.0	0.1	-	0.0	3.4	-
	5	Australia	0.0	-	-	-	-	-	2.0	-
	6	Germany	0.0	0.0	-	0.1	-	-	1.2	-
0102 Bovine Animals, Live	0	The World	158.5	206.0	129.6	192.7	75.6	171.8	280.5	145.2
	1	United States	157.9	205.8	129.5	192.7	75.6	171.8	280.5	145.2
7305 Tubes & Pipes Neso, Ext Dia Ov406-4Mm, Ir & Steel	0	The World	10.7	7.9	24.2	81.5	41.2	108.1	269.2	125.6
	1	United States	10.7	7.9	24.2	81.5	41.2	108.1	269.2	125.6
1514 Rapeseed, Colza Or Mustard Oil Etc, Not Chem Modif	0	The World	1.7	69.3	131.4	126.5	199.1	156.7	244.0	254.1
	1	United States	1.7	64.9	96.4	80.5	79.4	111.6	205.0	242.9
	2	Mexico	-	1.5	-	-	0.7	14.5	18.5	2.9
	3	Korea, South	-	-	10.2	12.4	29.9	5.7	9.8	1.6
	4	China	-	-	22.1	2.2	52.4	8.2	7.7	0.2
	5	Japan	0.0	-	-	1.5	14.0	6.5	2.5	0.1
1204 Flaxseed (Linseed), Whether Or Not Broken	0	The World	168.7	188.8	112.2	142.1	185.9	179.9	243.6	133.3
	1	Belgium	72.1	72.6	37.9	80.5	131.7	106.3	139.6	57.8
	2	United States	35.0	51.0	38.9	14.3	33.3	53.0	67.7	49.9
	3	China	4.1	-	-	-	1.0	0.4	18.6	13.1
	4	Japan	17.9	18.3	12.1	9.7	5.6	10.7	6.2	3.2
	5	Germany	9.2	13.1	2.8	2.7	5.3	0.5	2.2	0.6
	6	Mexico	0.2	0.3	0.3	1.5	1.4	1.0	1.8	1.4
	7	Colombia	0.0	0.1	0.0	0.0	0.1	0.8	1.2	0.2
8432 Agricult Etc Mach For Soil Etc; Lawn Rollers; Pts	0	The World	81.6	122.1	71.0	99.8	150.2	161.7	230.4	161.4
	1	United States	68.3	91.7	52.5	86.2	114.6	116.5	114.5	84.1
	2	Russia	-	-	-	1.6	0.2	3.4	60.3	33.0
	3	Kazakhstan	-	-	-	-	1.0	6.6	15.3	11.7
	4	Australia	12.5	26.7	15.6	9.1	32.0	12.8	10.9	6.9
	5	Ukraine	0.1	1.2	0.1	0.1	-	2.2	9.8	8.3
	6	Lithuania	-	-	-	-	-	-	7.1	7.6
	7	Germany	0.2	0.3	0.6	0.5	1.1	12.2	3.1	2.6
	8	Austria	-	-	-	-	-	0.2	2.9	1.6
	9	Uzbekistan	-	-	-	-	-	2.9	1.8	-

HS Code	Rank	Country	1995	1997	1999	2001	2003	2005	2007	2008 (YTD)
4705 Semichemical Woodpulp	0	The World	203.0	147.4	171.8	140.9	202.8	177.4	197.2	95.9
	1	China	3.0	0.3	19.0	10.0	22.5	40.2	134.1	69.8
	2	Indonesia	-	2.6	7.3	7.7	0.2	6.0	44.6	25.3
	3	Korea, South	19.3	7.5	9.0	18.1	32.2	10.2	5.2	0.8
	4	Mexico	21.5	12.6	11.3	10.2	12.1	5.4	3.3	-
	5	Taiwan	10.5	7.1	12.0	5.6	12.7	13.8	2.8	-
	6	France	7.3	11.1	17.9	13.1	10.7	4.8	1.8	-
	7	United States	27.6	43.6	16.9	16.0	21.9	11.4	1.6	-
	8	Germany	21.3	16.5	26.7	15.5	21.0	19.9	1.3	-
	9	Italy	20.9	10.3	11.4	14.0	15.7	10.3	1.1	-
3102 Mineral Or Chemical Fertilizers, Nitrogenous	0	The World	68.8	79.6	142.5	109.6	87.9	153.3	158.3	69.8
	1	United States	68.8	79.6	142.5	109.6	87.9	153.3	158.3	69.8
4410 Particle Board & Similar Board Of Wood Etc.	0	The World	13.7	17.7	47.8	11.2	118.0	328.3	104.2	29.5
	1	United States	13.7	17.5	47.7	11.2	115.5	328.3	104.1	29.4
8433 Harvest Etc Machines, Cleaning Eggs Etc Nesoi, Pts	0	The World	11.0	16.1	17.6	24.8	35.6	94.2	84.1	41.4
	1	United States	10.4	13.1	17.1	22.5	22.8	74.5	70.7	31.2
	2	Australia	0.4	2.8	0.3	0.8	7.5	5.7	5.4	2.2
	3	Russia	-	-	-	-	1.2	7.9	4.1	0.6
	4	Ukraine	-	-	-	0.0	2.2	1.9	1.6	6.2
	5	China	0.1	-	-	-	-	-	1.0	-
1008 Buckwheat, Millet & Canary Seed; Cereals Nesoi	0	The World	53.7	41.7	39.3	57.3	70.6	47.2	80.0	66.2
	1	Mexico	12.3	7.8	9.6	17.6	16.7	11.2	17.1	15.4
	2	Belgium	6.8	5.2	2.4	9.0	9.6	6.8	15.3	11.7
	3	Brazil	11.7	8.7	7.8	8.0	11.9	6.6	11.0	9.8
	4	Spain	3.7	3.7	3.7	4.3	5.8	3.7	6.2	4.5
	5	Colombia	0.2	0.7	0.5	2.2	2.5	2.1	5.9	4.5
	6	United States	2.7	3.6	5.9	5.0	5.9	4.3	4.8	3.8
	7	Peru	0.2	0.2	0.3	0.2	0.7	1.3	3.1	1.9
	8	Venezuela	1.7	1.8	1.3	1.6	1.6	2.7	2.3	3.1
	9	Portugal	1.2	1.3	1.1	0.6	1.5	1.0	1.8	1.5
	10	Chile	1.1	1.2	1.0	1.5	1.3	1.4	1.6	1.7
8544 Insulated Wire, Cable Etc; Opt Sheath Fib Cables	0	The World	14.8	24.7	48.6	147.3	77.1	66.9	79.0	20.5
	1	United States	13.6	23.4	48.6	103.6	77.1	66.4	78.8	20.4
2715 Bit Mix Fr Nat Asph, Nat Bit,Pet Bit,Min Tar Or Pt	0	The World	21.5	18.6	17.2	21.0	24.6	49.8	73.7	1.9
	1	United States	21.5	18.6	17.2	21.0	24.6	49.8	73.7	1.9

Manitoba's Top 20 Export Products, Destinations, and Value (C\$ million)										
HS Code	Rank	Country	1995	1997	1999	2001	2003	2005	2007	2008 (YTD)
7502 Nickel, Unwrought	0	The World	249.3	217.2	145.8	337.3	382.2	448.7	1,458.0	459.6
	1	China	20.2	35.1	15.8	16.9	65.5	92.2	440.7	120.8
	2	Hong Kong	11.0	11.4	28.1	126.6	123.6	123.5	285.7	127.8
	3	United States	36.2	7.6	13.9	22.2	63.7	71.1	193.3	63.5
	4	Taiwan	31.5	43.5	23.9	45.9	40.7	49.5	181.9	60.3
	5	Belgium	69.9	61.8	37.2	67.2	28.2	31.8	51.1	4.8
	6	South Africa	-	-	-	-	-	1.8	46.3	-
	7	India	-	-	-	-	11.7	13.2	44.8	21.1
	8	Singapore	13.9	11.2	5.7	16.2	11.7	16.4	43.2	17.8
	9	Korea, South	14.1	15.1	5.0	12.2	13.6	21.2	32.0	18.9
	10	United Kingdom	6.4	4.0	1.1	2.1	0.4	0.8	27.4	-
7402 Unrefnd Cppr; Cppr Anods F Elctrolyc Refining	0	The World	42.9	216.0	340.2	362.7	344.7	297.6	683.0	358.6
	1	United States	42.9	216.0	340.2	362.7	344.7	297.6	651.2	358.6
	2	Belgium	-	-	-	-	-	-	31.8	-
2716 Electrical Energy	0	The World	279.9	309.8	343.0	534.7	263.7	572.1	543.5	257.4
	1	United States	279.9	309.8	343.0	534.7	263.7	572.1	543.5	257.4
1001 Wheat And Meslin	0	The World	510.3	775.1	458.9	691.4	621.9	408.3	532.7	403.8
	1	Indonesia	17.4	61.5	21.2	31.5	22.7	35.1	56.8	42.6
	2	United States	34.2	69.4	53.0	74.1	8.1	3.5	50.6	67.6
	3	Japan	50.5	59.8	51.5	65.9	73.2	43.3	35.1	37.2
	4	Mexico	14.0	28.2	27.7	53.2	57.8	29.2	32.2	11.5
	5	Iraq	-	-	5.7	-	-	-	31.7	17.5
	6	Sri Lanka	-	4.6	5.8	2.5	8.2	21.6	28.9	29.4
	7	Sudan	-	3.1	1.1	9.5	11.2	7.0	25.9	12.7
	8	Bangladesh	0.8	8.0	7.3	10.1	9.3	3.6	22.3	3.7
	9	United Kingdom	6.8	11.4	16.1	17.4	24.9	16.4	21.2	12.7
	10	Philippines	2.3	18.6	15.4	36.9	41.5	9.7	18.7	7.5
0103 Swine, Live	0	The World	67.6	164.0	165.3	247.5	276.4	418.2	405.9	149.6
	1	United States	67.6	164.0	165.3	247.5	276.2	417.9	405.0	148.8
0203 Meat Of Swine (Pork), Fresh, Chilled Or Frozen	0	The World	76.4	143.3	217.0	468.1	393.5	405.6	341.7	150.4
	1	Japan	25.6	65.8	91.2	181.3	124.5	201.1	199.9	88.3
	2	United States	47.1	71.3	112.7	236.4	213.8	140.4	74.0	31.1
	3	Australia	0.1	2.9	3.8	15.5	17.5	15.9	23.7	7.6
	4	Mexico	-	0.1	1.5	16.8	19.5	28.9	21.9	7.4
	5	Korea, South	1.0	0.2	1.7	1.9	2.6	7.5	12.5	8.5
	6	Russia	0.5	0.3	0.3	4.1	0.0	0.5	3.4	1.4
	7	New Zealand	0.6	0.8	1.7	3.3	2.4	3.5	2.9	0.7

HS Code	Rank	Country	1995	1997	1999	2001	2003	2005	2007	2008 (YTD)
8803 Parts Of Balloons Etc, Aircraft, Spacecraft Etc	0	The World	149.1	261.6	506.4	390.9	195.9	212.8	316.2	162.0
	1	United States	136.0	257.3	502.8	387.8	182.6	199.3	302.9	157.4
	2	United Kingdom	1.2	0.7	1.2	1.3	6.0	2.6	3.0	0.9
	3	France	0.2	0.9	0.6	0.5	1.7	2.6	2.4	0.7
	4	Germany	0.2	0.1	0.1	0.2	1.2	1.9	2.1	0.9
	5	Japan	0.1	0.1	-	0.1	0.5	0.8	1.2	0.1
1205 Rape Or Colza Seeds, Whether Or Not Broken	0	The World	327.5	278.2	345.9	281.7	450.8	311.0	305.8	252.2
	1	Japan	185.8	193.5	168.6	123.4	244.1	153.6	116.8	98.4
	2	Mexico	41.2	48.1	43.0	54.5	85.4	79.3	61.6	46.5
	3	China	13.6	-	108.7	83.8	40.6	27.9	44.7	38.0
	4	United States	18.2	30.9	25.4	18.4	16.8	33.4	35.0	39.8
	5	Pakistan	-	-	-	-	57.2	12.2	27.5	7.6
	6	United Arab Emirates	-	-	-	-	-	2.2	11.9	38.0
8702 Motor Vehicle F Trnspt >Ten Persons Includ Driver	7	Bangladesh	0.9	-	-	-	2.3	1.9	7.5	5.2
	0	The World	144.5	151.6	163.1	1.9	146.7	241.2	292.4	88.3
2709 Crude Oil From Petroleum And Bituminous Minerals	1	United States	144.5	151.6	163.0	1.9	146.7	241.2	292.4	88.3
	0	The World	369.0	438.4	504.9	664.1	488.6	83.9	289.1	342.2
3004 Medicaments Nesoi, Mixed Or Not, In Dosage Etc Fm	1	United States	369.0	438.4	504.9	664.1	488.6	83.9	289.1	342.2
	0	The World	4.2	18.4	36.3	48.8	83.7	116.4	281.6	50.7
0102 Bovine Animals, Live	1	United States	3.7	17.5	35.5	47.9	82.0	114.2	276.2	47.8
	2	Germany	-	-	0.0	-	0.0	0.0	3.3	2.4
2004 Vegetables Nesoi Prepared Or Preserv Nesoi, Frozen	0	The World	145.1	222.0	176.8	257.7	106.7	119.1	280.0	151.7
	1	United States	145.1	222.0	176.8	257.7	106.6	119.1	280.0	151.7
1514 Rapeseed, Colza Or Mustard Oil Etc, Not Chem Modif	0	The World	10.7	87.5	143.5	141.5	205.2	259.0	274.0	137.6
	1	United States	5.9	87.4	143.2	141.2	201.5	240.7	246.3	128.7
	2	Mexico	-	-	-	-	1.8	4.0	7.9	7.2
	3	Japan	-	-	0.1	0.0	1.2	12.3	5.8	0.2
	4	Australia	-	-	-	-	-	-	4.1	1.5
	5	South Africa	-	-	-	-	-	0.0	4.0	0.0
	6	Saudi Arabia	-	-	-	-	-	0.5	3.1	-
8707 Bodies (Including Cabs), For Specif Motor Vehicles	7	Korea, South	-	-	-	-	-	0.0	2.3	-
	0	The World	92.5	192.7	239.1	109.6	204.7	126.4	270.8	118.6
8707 Bodies (Including Cabs), For Specif Motor Vehicles	1	United States	92.4	129.6	129.2	82.1	160.8	125.6	264.3	116.5
	2	Mexico	-	-	4.7	0.0	0.3	-	6.0	1.7
8707 Bodies (Including Cabs), For Specif Motor Vehicles	0	The World	155.4	158.1	266.4	426.7	239.8	234.1	199.9	106.3
	1	United States	155.4	158.1	266.4	426.7	239.6	234.1	199.5	106.2

HS Code	Rank	Country	1995	1997	1999	2001	2003	2005	2007	2008 (YTD)
7901 Zinc, Unwrought	0	The World	25.8	32.5	39.7	39.1	72.1	61.1	180.1	63.8
	1	United States	25.8	32.5	39.7	39.1	72.1	61.1	180.1	63.8
9403 Furniture Nesoi And Parts Thereof	0	The World	104.8	168.4	203.7	273.1	256.5	242.9	172.0	100.0
	1	United States	103.8	167.9	202.6	272.8	256.3	242.0	171.6	99.4
8431 Parts For Machinery Of Headings 8425 To 8430	0	The World	30.8	47.6	81.8	123.2	118.2	147.6	162.1	85.4
	1	United States	28.6	45.0	78.0	117.2	104.2	128.6	138.8	74.3
	2	United Arab Emirates	-	0.0	-	-	0.5	1.4	3.9	0.8
	3	Australia	0.2	0.2	1.0	0.6	1.2	3.1	3.7	1.5
	4	Thailand	0.4	0.5	0.5	0.4	0.4	1.0	1.6	1.1
	5	Mexico	-	-	-	-	0.2	1.6	1.3	0.4
	6	Belgium	0.0	0.1	-	-	0.0	0.1	1.2	0.3
	7	United Kingdom	0.2	0.1	0.1	-	3.9	0.4	1.0	0.8
3102 Mineral Or Chemical Fertilizers, Nitrogenous	0	The World	31.0	26.2	52.8	77.6	63.0	96.8	154.2	81.3
	1	United States	31.0	26.2	52.8	77.6	63.0	96.8	154.2	81.3
8802 Aircraft, Powered; Spacecraft & Launch Vehicles	0	The World	-	30.6	1.0	-	25.1	53.5	153.3	0.2
	1	Mexico	-	-	-	-	-	-	153.3	-

Appendix B: Western Canadian Top 20 Exports Products (C\$ million)

Rank	Western Canadian Product	Destination Country	2005	2006	2007	2008 (YTD)
1	1001 Wheat And Meslin		2,294.63	3,048.52	3,927.93	2,923.70
		Indonesia	160.90	274.00	382.37	284.42
		Japan	240.62	236.69	312.23	317.30
		EU 27	215.21	193.86	270.57	145.35
		Iraq	0.00	115.71	211.97	117.18
		Sri Lanka	96.56	231.80	202.62	196.18
2	4703 Chemical Woodpulp		2,190.59	2,234.00	2,437.27	1,100.97
		China	555.14	668.94	908.22	439.84
		Japan	405.25	461.91	418.83	228.75
		EU 27	440.56	316.55	291.77	125.62
		Korea,South	255.79	222.86	241.77	127.34
		Taiwan	77.46	121.43	138.99	54.19
3	7502 Nickel, Unwrought		899.86	1,551.99	2,436.98	797.91
		EU 27	337.55	320.46	765.28	196.82
		China	139.35	539.91	744.89	280.94
		Hong Kong	123.46	198.31	302.10	127.83
		Taiwan	71.58	98.84	208.51	74.74
		Korea,South	49.45	88.87	71.43	25.01
4	1205 Rape Or Colza Seeds		824.05	1,190.41	1,537.92	1,219.97
		Japan	638.39	639.36	858.40	723.17
		China	115.99	168.50	328.63	279.10
		Pakistan	50.55	197.00	202.09	56.14
		UAE	9.09	102.47	87.70	114.99
		Bangladesh	8.09	25.81	55.28	37.89
5	4407 Wood Sawn Or Chipped Length, Sliced Etc,		1,529.93	1,571.35	1,438.45	708.19
		Japan	1015.38	1015.39	764.78	349.24
		EU 27	131.19	141.55	151.12	70.14
		China	63.00	73.55	107.91	80.51
		Taiwan	41.98	40.27	56.95	24.42
		Australia	47.89	44.13	49.74	32.13

Rank	Western Canadian Product	Destination Country	2005	2006	2007	2008 (YTD)
6	2844 Radioactive Chemical Elements & Isotopes Etc.		213.09	504.74	1,300.88	551.27
		EU 27	211.69	492.93	1,294.33	542.29
		Argentina	0.00	11.81	6.56	8.98
7	3104 Mineral Or Chemical Fertilizers, Potassic		1,097.90	888.95	1,165.09	899.27
		China	435.48	243.84	414.63	73.26
		India	138.90	112.04	177.44	182.08
		Brazil	159.53	145.54	155.47	120.28
		Malaysia	85.87	96.14	119.00	117.31
		Indonesia	85.76	91.04	111.11	148.79
8	2603 Copper Ores And Concentrates		983.46	1,631.87	1,159.07	603.07
		Japan	487.88	910.00	791.82	419.41
		China	183.81	241.42	173.84	85.54
		Korea,South	152.59	221.45	84.02	63.65
		India	47.23	149.34	82.08	0.00
		Philippines	67.36	109.61	27.31	34.39
9	2905 Acyclic Alcohols		1,046.88	975.55	1,137.40	455.43
		China	883.82	844.44	1061.09	569.97
		Korea,South	128.69	58.52	66.37	14.12
		EU 27	0.00	3.52	3.81	0.00
		Indonesia	1.65	8.71	3.23	0.00
		Taiwan	7.66	4.84	2.72	5.19
10	0713 Leguminous Vegetables, Dried Shelled		640.63	733.55	1,048.86	594.95
		India	159.66	147.39	337.61	112.98
		Bangladesh	18.83	48.42	79.52	35.12
		China	38.62	55.88	74.51	39.10
		Colombia	26.91	27.15	47.34	24.41
		UAE	14.06	33.53	43.78	37.71
11	7601 Aluminum, Unwrought		522.21	613.23	709.82	317.06
		Japan	399.14	442.28	509.18	239.17
		Korea,South	94.66	164.37	142.53	57.78
		Thailand	0.00	0.00	40.05	0.00
		China	9.03	5.41	13.28	5.66
		EU 27	1.05	1.06	2.69	0.91

Rank	Product	Country	2005	2006	2007	2008 (YTD)
12	3901 Polymers Of Ethylene, In Primary Forms		251.86	324.69	450.90	474.90
		China	125.11	177.33	235.94	112.10
		Taiwan	18.13	46.50	56.48	23.00
		Malaysia	24.28	22.80	26.91	19.30
		Australia	7.34	5.91	21.18	8.30
		Hong Kong	2.69	7.14	11.82	7.40
13	4705 Semichemical Woodpulp		346.91	382.98	438.46	244.43
		China	113.21	133.49	214.99	131.63
		Korea,South	50.37	73.11	101.20	55.78
		Indonesia	18.60	28.41	66.15	34.39
		Taiwan	36.98	47.10	23.94	12.75
		EU 27	45.16	29.26	11.14	0.00
14	2503 Sulfur Of All Kinds Nesoi		386.76	341.93	406.05	822.57
		China	277.10	216.67	255.41	486.82
		Brazil	15.93	30.84	54.99	129.24
		Australia	30.34	31.25	42.61	103.29
		South Africa	17.91	14.37	30.44	59.74
		New Zealand	7.05	4.03	10.04	23.41
15	1514 Rapeseed, Colza Or Mustard Oil Etc, Not Chem Modif		234.58	275.25	354.89	208.86
		China	90.01	44.55	215.89	156.11
		Korea,South	13.67	15.45	32.17	14.78
		EU 27	20.52	126.52	28.35	0.00
		Hong Kong	13.18	15.35	23.25	10.40
		Taiwan	21.80	16.13	20.64	6.08
16	8431 Parts For Machinery Of Headings 8425 To 8430		162.67	176.18	309.12	196.80
		Russia	9.62	15.98	33.32	11.83
		UAE	13.31	22.52	27.97	16.08
		Singapore	4.08	10.04	26.32	12.73
		EU 27	4.77	7.62	20.92	6.35
		Norway	0.83	5.44	12.65	7.50

Rank	Product	Country	2005	2006	2007	2008 (YTD)
17	2613 Molybdenum Ores And Concentrates		326.82	237.64	307.60	153.09
		EU 27	92.90	86.51	148.38	76.21
		Japan	195.94	148.40	138.99	72.53
		Korea,South	0.00	0.00	18.25	0.81
		India	2.23	2.73	1.91	0.60
18	0203 Meat Of Swine (Pork), Fresh, Chilled Or Frozen		236.27	228.50	245.82	111.94
		Japan	201.10	186.81	199.88	88.26
		Australia	15.92	25.25	23.66	7.58
		Korea,South	7.54	4.20	12.50	8.52
		Russia	0.54	4.60	3.45	1.36
		New Zealand	3.51	2.21	2.87	0.70
19	1003 Barley		192.81	136.68	213.02	234.98
		Saudi Arabia	26.34	27.27	94.18	132.78
		China	86.34	55.84	59.85	26.61
		Japan	29.40	35.93	28.05	46.85
		Colombia	3.08	6.97	11.49	11.14
		South Africa	8.86	6.11	8.77	0.00
20	4403 Wood In The Rough		258.19	244.37	190.72	97.94
		Japan	212.31	185.08	132.90	63.57
		Korea,South	31.55	47.69	42.74	22.67
		China	9.71	8.38	10.71	9.67
		Taiwan	3.06	2.17	2.85	1.75

Appendix C: Western Canadian Top 20 Products Competitors in Key Markets

(#1) 1001 Wheat and Meslin												
Rank	Market	Top Importers	Recent FTA (1=Yes, 0=No)	2001 (C\$ million)	2002 (C\$ million)	2003 (C\$ million)	2004 (C\$ million)	2005 (C\$ million)	2006 (C\$ million)	2007 (C\$ million)	Max. Canadian Loss in Market (C\$ million)	Tariffs
1	Indonesia	Australia	1	292.7	520.9	319.2	709.0	538.7	595.1	-	212.2	1.8%
		Canada	0	101.0	182.6	98.5	188.7	200.2	212.2	-	-	1.8%
		USA	0	178.2	67.9	74.4	29.9	30.6	49.2	-	-	1.8%
		Ukraine	0	-	-	35.2	22.3	70.6	23.4	-	-	1.8%
2	Japan	USA	0	786.4	947.3	824.8	886.5	812.6	780.4	1,016.6	-	104.7%
		Canada	0	487.0	473.0	351.9	392.0	373.9	351.4	411.3	-	104.7%
		Australia	0	331.8	341.8	340.7	370.6	295.0	317.3	312.1	-	104.7%
		China	0	0.1	0.2	4.2	9.2	3.3	1.2	5.4	-	104.7%
3	EU 27	Canada	0	335.8	290.1	662.8	721.9	450.9	477.4	-	-	27.6%
		USA	0	458.3	448.0	479.4	552.3	446.8	234.3	-	-	27.6%
		Russian Federation	0	95.8	584.1	351.6	133.4	136.0	141.7	-	-	27.6%
		Ukraine	0	186.6	744.6	42.3	114.7	312.2	124.4	-	-	27.6%
4	Iraq	USA	0	-	-	-	-	-	-	442.2	-	0.0%
		Canada	0	-	-	13.0	65.9	254.4	326.8	212.1	-	0.0%
5	Sri Lanka	Canada	0	12.8	-	27.9	29.2	96.9	-	-	96.9	3.8%
		Haiti	0	-	-	-	-	71.2	-	-	-	3.8%
		Australia	0	51.1	61.4	0.1	68.6	9.8	-	-	-	3.8%
		India	1	0.7	62.3	80.3	56.6	6.6	-	-	-	3.8%

#2) 4703 Chemical Woodpulp												
Rank	Market	Competitors	Recent FTA (1=Yes, 0=No)	2001 (C\$ million)	2002 (C\$ million)	2003 (C\$ million)	2004 (C\$ million)	2005 (C\$ million)	2006 (C\$ million)	2007 (C\$ million)	Max. Canadian Loss in Market (C\$ million)	Tariff s
1	China	Canada Chile Indonesia USA	0 1 1 0	461.1 370.2 634.8 180.8	468.1 340.7 706.5 291.4	520.9 289.8 703.6 276.1	738.0 441.9 777.7 411.3	745.0 463.3 779.9 404.5	808.5 403.6 724.4 459.2	915.6 747.8 667.0 638.0	915.6 - - -	0.0% 0.0% 0.0% 0.0%
2	Japan	Canada USA Brazil Indonesia	0 0 0 1	678.4 423.4 185.1 105.4	552.3 370.6 170.8 88.6	536.8 363.1 195.1 94.1	577.2 355.0 177.8 96.8	451.8 321.3 185.0 79.5	496.4 322.1 191.9 92.0	444.5 337.5 158.0 102.1	444.5 - - -	0.0% 0.0% 0.0% 0.0%
3	EU27	Brazil USA Canada Chile	1 0 0 0	837.0 1,552.0 1,807.9 499.3	904.1 1,529.5 1,465.7 481.1	1,023.3 1,428.6 1,331.0 490.1	1,147.4 1,493.2 1,297.3 566.3	1,394.8 1,388.4 1,090.8 500.8	1,802.2 1,432.6 859.5 582.3	- - - -	859.5 - - -	0.0% 0.0% 0.0% 0.0%
4	Korea,Sou th	Indonesia Canada USA Chile	1 0 1 0	316.7 387.6 259.5 106.9	332.2 423.8 295.5 109.0	322.9 378.7 269.2 114.1	352.0 384.9 272.0 122.9	387.8 324.2 245.8 131.0	355.7 325.6 200.8 146.4	359.9 316.1 257.7 242.5	316.1 - - -	0.0% 0.0% 0.0% 0.0%
5	Taiwan	Chile Canada Indonesia USA	0 0 0 0	85.2 89.1 60.9 97.9	83.2 86.0 53.4 84.3	93.1 88.4 64.0 69.9	104.3 89.9 75.4 68.4	111.6 85.3 82.0 57.1	128.5 99.8 65.7 60.4	- - - -	- - - -	0.0% 0.0% 0.0% 0.0%

#3) 7502 Nickel, Unwrought												
	Recent											
Rank	Market	Competitors	FTA (1=Yes, 0=No)	2001 (C\$ million)	2002 (C\$ million)	2003 (C\$ million)	2004 (C\$ million)	2005 (C\$ million)	2006 (C\$ million)	2007 (C\$ million)	Max. Canadian Loss in Market (C\$ million)	Tariffs
1	EU 27	Russian Federation Australia Norway Canada (#5)	0	1,077.6	1,241.6	1,509.9	2,476.6	2,189.0	3,449.2	-	-	0.0%
			0	306.1	382.6	342.6	587.6	554.3	812.2	-	-	0.0%
			0	226.1	280.3	360.1	697.8	828.6	730.8	-	-	0.0%
			0	191.1	232.5	312.3	396.3	411.5	377.0	-	-	0.0%
2	China	Canada Australia Russian Federation EU 27	0	59.0	90.1	155.7	374.6	448.5	653.3	1,359.9	1,359.9	3.0%
			1	49.6	65.3	197.6	253.8	307.6	561.0	1,222.8	-	3.0%
			0	138.2	118.9	307.6	290.2	450.6	523.2	749.2	-	3.0%
			0	28.7	31.3	44.2	81.6	120.7	262.9	300.1	-	3.0%
3	Hong Kong	Canada China EU 27 Taiwan	0	121.7	140.5	161.5	224.3	166.1	233.4	360.9	-	0.0%
			0	4.6	7.1	7.2	58.8	58.8	121.1	203.0	-	0.0%
			0	18.6	11.9	23.7	17.0	26.1	59.1	46.6	-	0.0%
			0	3.2	3.3	2.1	4.1	10.2	9.6	12.5	-	0.0%
4	Taiwan	Russian Federation Republic of Korea Australia Canada (#10)	0	89.8	109.1	271.1	190.4	204.7	447.3	-	-	0.0%
			0	-	-	0.0	11.5	0.0	367.5	-	-	0.0%
			0	165.9	202.2	212.2	238.6	272.0	229.0	-	-	0.0%
			0	59.8	75.8	70.2	141.3	83.4	130.0	-	-	0.0%
5	Korea, South	Russian Federation Australia Canada Brazil	0	27.8	16.0	123.5	235.6	212.3	367.6	245.1	-	3.0%
			0	124.3	170.7	260.4	363.7	373.7	253.2	211.0	-	3.0%
			0	20.8	30.5	38.6	65.8	81.3	92.9	85.2	-	3.0%
			0	5.0	3.3	23.0	29.0	33.9	40.6	72.0	-	3.0%

#4) 1205 Rape Or Colza Seeds, Whether Or Not Broken												
Rank	Market	Competitors	Recent FTA (1=Yes, 0=No)	2001 (C\$ million)	2002 (C\$ million)	2003 (C\$ million)	2004 (C\$ million)	2005 (C\$ million)	2006 (C\$ million)	2007 (C\$ million)	Max. Canadian Loss in Market (C\$ million)	Tariffs
1	Japan	Canada Australia USA Chile	0 1 0 1	658.7 142.4 7.8 -	688.8 185.9 5.8 0.8	756.3 170.2 10.1 1.4	787.3 305.8 2.2 0.3	706.1 165.4 2.4 0.6	682.9 124.0 4.2 0.7	941.4 75.8 3.5 1.6	941.4 - - -	0.0% 0.0% 0.0% 0.0%
2	China	Canada Mongolia Russian Federation	0 0 0 0	400.9 0.1 0.2 0.2	66.9 0.0 0.2 0.2	65.0 0.1 0.2 0.2	173.1 0.1 0.2 0.2	87.8 0.2 0.0 0.0	234.4 1.3 0.0 0.0	373.7 2.0 0.3 0.3	- - - -	4.5% 4.5% 4.5% 4.5%
3	Pakistan	Canada Ukraine EU 27 Australia	0 0 0 0	- - - -	- - - -	113.0 - 53.4 40.2	58.7 4.8 70.8 127.6	53.7 15.8 113.9 166.8	224.1 34.4 1.9 21.8	194.5 106.4 69.6 25.2	- - - -	5.0% 5.0% 5.0% 5.0%
4	UAE	India Jordan Canada Saudi Arabia	1 0 0 0	- - - -	- - - -	- - - -	0.0 - - -	0.1 0.0 - -	- - - -	- - - -	- - - -	5.0% 0.0% 5.0% 0.0%
5	Bangladesh	Australia Canada Ukraine Russian Federation	0 0 0 0 0	- - - - -	- - - -	54.5 0.0 - 1.3	17.5 9.2 - -	62.4 5.5 3.6 0.2	- - - -	- - - -	- - - -	0.0% 0.0% 0.0% 0.0%

#5) 4407 Wood Sawn Or Chipped Length, Sliced												
Rank	Market	Competitors	Recent FTA (1=Yes, 0=No)	2001 (C\$ million)	2002 (C\$ million)	2003 (C\$ million)	2004 (C\$ million)	2005 (C\$ million)	2006 (C\$ million)	2007 (C\$ million)	Max. Canadian Loss in Market (C\$ million)	Tariffs
1	Japan	EU 27 Canada Russia Federation China	0 0 0 0	873.9 1,683.9 187.6 285.0	937.9 1,462.2 209.2 273.3	1,057.5 1,348.8 234.7 243.3	1,129.8 1,522.5 291.1 138.2	991.2 1,188.3 300.3 126.5	1,003.7 1,193.3 306.3 122.6	1,022.8 865.8 347.6 117.8	- - - -	1.2% 1.2% 1.2% 0.1%
2	EU 27	Russian Federation USA Malaysia Canada (#6)	0 0 1 0	743.4 985.4 894.4 395.0 467.3	848.2 894.4 830.5 391.0 460.2	1,047.3 830.5 420.1 435.2	1,192.5 812.8 411.3 405.5	1,219.2 766.3 392.6 358.5	1,279.5 774.9 473.5 345.0	- - - -	345.0 - - -	0.0% 0.3% 0.0% 0.3%
3	China	USA Russia Federation Thailand Canada (#5)	0 0 1 0	166.5 66.3 93.3 60.4	275.2 112.9 181.1 86.5	276.2 100.1 188.9 96.6	300.2 147.8 228.3 116.9	330.4 185.0 208.8 94.7	400.5 202.1 203.1 104.7	400.5 275.5 210.4 146.1	146.1 - - -	0.0% 0.0% 0.0% 0.0%
4	Taiwan	Malaysia Canada USA EU 27	0 0 0 0	58.0 47.5 52.0 29.0	73.9 56.5 57.4 38.3	82.5 67.1 40.1 34.5	92.9 76.4 49.6 46.3	103.4 51.9 37.3 30.0	99.9 44.0 38.0 29.0	- - - -	- - - -	0.0% 0.0% 0.0% 0.0%
5	Australia	New Zealand Canada Indonesia EU 27	1 0 1 0	128.6 59.7 14.5 13.3	176.8 81.6 19.6 23.8	193.9 79.5 24.5 35.1	193.4 64.3 36.7 48.9	164.1 57.0 37.2 41.4	127.1 40.9 38.8 30.8	133.1 51.8 41.2 35.4	51.8 - - -	0.0% 3.0% 3.5% 3.5%

(#6) 2844 Radioactive Chemical Elements & Isotopes Etc.												
Rank	Market	Competitors	Recent FTA (1=Yes, 0=No)	2001 (C\$ million)	2002 (C\$ million)	2003 (C\$ million)	2004 (C\$ million)	2005 (C\$ million)	2006 (C\$ million)	2007 (C\$ million)	Max. Canadian Loss in Market (C\$ million)	Tariffs
1	EU 27	Russian Federation	0	706.1	813.9	777.9	1,122.4	1,165.2	1,130.4	-	-	0.0%
		USA	0	231.5	179.4	364.5	456.9	666.8	935.4	-	-	0.0%
		Canada	0	146.3	244.5	450.5	389.0	692.9	660.2	-	-	0.0%
		Niger	0	104.3	90.4	103.0	175.1	171.4	182.6	-	-	0.0%
2	Argentina			-	-	-	-	-	-	-	-	
		Canada	0	4.3	1.4	4.1	3.7	1.6	0.8	-	-	4.6%
		USA	0	0.7	0.4	0.5	0.5	2.1	0.3	-	-	4.6%
		Chile	0	0.1	0.2	0.1	0.1	0.2	0.1	-	-	0.0%
		China	0	0.2	0.1	0.3	0.9	0.2	0.1	-	-	4.6%

#7) 3104 Mineral Or Chemical Fertilizer												
Rank	Market	Competitors	Recent FTA (1=Yes, 0=No)	2001 (C\$ million)	2002 (C\$ million)	2003 (C\$ million)	2004 (C\$ million)	2005 (C\$ million)	2006 (C\$ million)	2007 (C\$ million)	Max. Canadian Loss in Market (C\$ million)	Tariffs
1	China	Russian Federation	0	549.7	710.9	614.0	862.9	1,027.9	830.1	1,019.4	-	3.0%
		Canada	0	251.1	311.3	280.7	432.8	594.3	353.1	697.5	-	3.0%
		Belarus	0	-	26.7	20.0	33.6	420.3	322.6	410.5	-	3.0%
		Israel	0	52.9	77.1	63.1	119.1	132.0	67.1	207.3	-	3.0%
2	India	Russian Federation	0	163.2	111.2	134.7	244.1	411.4	163.0	-	161.1	14.4%
		Canada	0	36.8	36.5	86.4	143.5	156.4	161.1	-	-	14.4%
		Israel	0	44.1	66.6	54.8	119.0	128.8	115.5	-	-	14.4%
		Eu27	1	35.4	72.5	24.9	23.4	104.8	107.1	-	-	14.4%
3	Brazil	Canada	0	181.0	194.6	223.6	321.1	329.5	261.6	523.6	523.6	0.1%
		Russian Federation	0	170.7	149.3	190.3	234.2	217.3	205.4	319.2	-	0.1%
		Belarus	0	83.3	93.7	109.3	243.3	205.2	203.8	300.0	-	0.0%
		EU27	1	267.1	200.7	222.0	292.1	259.9	249.9	270.2	-	0.1%
4	Malaysia	Canada	0	47.1	69.4	67.3	100.8	110.3	149.2	183.5	183.5	0.0%
		Russian Federation	0	51.9	49.3	60.9	148.0	141.7	100.9	121.9	-	0.0%
		Jordan	0	30.8	34.7	34.5	48.6	28.0	55.4	63.2	-	0.0%
		EU27	1	20.7	18.9	8.0	12.6	24.7	28.0	46.5	-	0.0%
5	Indonesia	Canada	0	15.0	9.2	36.2	119.6	114.9	100.5	-	100.5	0.0%
		Russian Federation	0	35.3	21.1	21.5	60.6	73.9	61.3	-	-	0.0%
		EU27	1	28.3	29.3	14.5	20.3	8.7	37.1	-	-	0.0%
		Jordan	0	8.0	14.6	22.2	20.4	15.2	19.1	-	-	0.0%

#8) 2603 Copper Ores and Concentrates												
	Recent											
Rank	Market	Competitors	FTA (1=Yes, 0=No)	2001 (C\$ million)	2002 (C\$ million)	2003 (C\$ million)	2004 (C\$ million)	2005 (C\$ million)	2006 (C\$ million)	2007 (C\$ million)	Max. Canadian Loss in Market (C\$ million)	Tariffs
1	Japan	Chile Indonesia Australia Canada(#5)	1 1 1 0	1,187.4 746.3 294.8 393.2	973.3 873.0 381.8 249.5	1,266.4 680.7 450.4 283.4	2,292.0 791.4 620.7 355.4	2,369.9 1,313.8 817.2 470.2	4,596.9 2,107.2 1,100.0 1,010.7	4,825.9 1,855.0 1,319.1 889.2	889.2 - - -	0.0% 0.0% 0.0% 0.0%
2	China	Chile Peru Mongolia Canada(#6)	1 1 0 0	480.5 87.5 272.2 106.5	299.0 193.0 263.1 82.2	590.7 273.3 278.9 65.1	1,030.3 520.8 408.8 100.2	1,913.0 661.9 423.2 170.4	2,593.2 983.2 958.5 196.8	3,194.4 2,116.2 1,002.2 249.3	249.3 - - -	0.0% 0.0% 0.0% 0.0%
3	Korea,South	Chile Indonesia Australia Canada(#9)	0 1 0 0	232.4 501.8 21.5 57.2	189.2 353.3 36.2 47.0	305.9 313.4 93.5 29.1	666.2 280.7 19.3 94.2	795.4 611.8 136.3 88.7	1,552.3 862.2 356.0 213.1	1,361.6 688.6 367.3 86.3	86.3 - - -	0.0% 0.0% 0.0% 0.0%
4	India	Chile Australia Indonesia Canada(#9)	0 0 1 0	129.6 224.2 89.4 9.8	222.8 60.0 146.6 35.5	150.5 56.0 162.1 -	358.5 190.8 127.2 28.9	417.2 357.9 401.5 34.4	2,060.9 1,050.5 1,005.0 140.0	- - - -	140.0 - - -	5.0% 5.0% 5.0% 5.0%
5	Philippines	PapuaNewGuinea Indonesia Australia Canada(#5)	0 0 1 0	97.4 196.1 31.8 49.9	12.1 211.1 44.4 43.2	93.4 170.8 27.0 26.2	82.9 295.0 43.4 16.6	129.5 266.8 21.4 54.2	183.1 73.3 54.8 22.9	- - - -	22.9 - - -	3.0% 3.0% 3.0% 3.0%

#9) 2005 Acyclic Alcohols												
Rank	Market	Competitors	Recent FTA (1=Yes, 0=No)	2001 (C\$ million)	2002 (C\$ million)	2003 (C\$ million)	2004 (C\$ million)	2005 (C\$ million)	2006 (C\$ million)	2007 (C\$ million)	Max. Canadian Loss in Market (C\$ million)	Tariffs
1	China	Saudi Arabia Taiwan, Province of China Canada Republic of Korea	1	454.0	543.8	632.6	964.9	1,461.9	1,694.0	2,214.7	1,103.6	5.5%
			0	251.2	217.9	334.3	663.3	783.7	643.2	1,323.9	-	5.7%
			0	312.0	377.3	599.4	1,118.3	1,093.2	863.8	1,103.6	-	5.8%
			0	322.9	320.5	316.5	421.2	476.5	476.6	514.7	-	5.7%
2	Korea, South	Saudi Arabia Chile China Canada (#6)	0	371.4	377.0	445.9	531.9	581.5	503.8	507.9	75.2	3.4%
			0	47.8	0.2	115.7	111.7	166.5	221.2	188.2	-	0.1%
			0	16.6	11.7	25.5	24.8	33.5	74.0	133.2	-	3.8%
			0	145.2	133.7	193.4	179.5	103.7	70.5	75.2	-	3.8%
3	EU 27	Russian Federation Saudi Arabia USA Canada (#20+)	0	193.7	199.3	295.1	326.3	405.3	506.3	-	1.5	5.2%
			1	251.7	203.3	252.3	280.9	321.9	460.2	-	-	1.9%
			0	162.2	213.9	195.8	263.1	346.5	412.4	-	-	5.9%
			0	8.0	1.0	0.4	0.4	0.3	1.5	-	-	5.9%
4	Indonesia	Saudi Arabia Singapore Malaysia Canada	0	140.3	102.8	107.5	101.7	142.3	135.7	-	-	1.4%
			0	87.7	105.6	70.0	116.7	116.0	101.7	-	-	0.2%
			0	21.4	33.3	27.1	45.9	57.3	57.8	-	-	0.2%
			0	5.2	0.1	1.1	1.1	2.7	11.4	-	-	1.8%
5	Taiwan	Saudi Arabia Japan USA Canada (#17)	0	225.4	247.9	304.6	307.6	277.7	309.3	-	-	0.8%
			0	97.7	73.5	92.9	109.4	84.3	122.4	-	-	1.0%
			0	124.9	171.6	172.5	154.8	104.5	87.8	-	-	1.0%
			0	69.4	44.2	45.3	28.6	19.6	6.5	-	-	1.0%

#10) 0713 Leguminous Vegetables, Dried Shelled												
	Recent											
Rank	Market	Competitors	FTA (1=Yes, 0=No)	2001 (C\$ million)	2002 (C\$ million)	2003 (C\$ million)	2004 (C\$ million)	2005 (C\$ million)	2006 (C\$ million)	2007 (C\$ million)	Max. Canadian Loss in Market (C\$ million)	Tariff s
1	India	Myanmar	0	400.9	367.1	319.6	222.7	307.1	560.8	-	-	34.6%
		Canada	0	259.3	167.2	165.4	155.6	184.8	266.1	-	-	34.6%
		Australia	0	153.0	53.9	60.1	26.0	39.0	91.0	-	-	34.6%
		USA	0	9.9	4.3	2.2	2.0	17.6	46.7	-	-	34.6%
2	Bangladesh	Australia	0	-	59.9	36.9	61.7	-	-	-	38.2	5.0%
		Canada	0	-	19.7	34.8	38.2	-	-	-	-	5.0%
		India	1	-	13.6	25.2	19.1	-	-	-	-	5.0%
		Myanmar	0	-	2.7	11.8	10.7	-	-	-	-	5.0%
3	China	Canada	0	39.5	31.4	14.5	17.0	56.2	67.2	67.3	67.3	3.4%
		India	1	9.5	7.2	11.4	13.6	23.2	29.4	28.2	-	0.0%
		Myanmar	1	0.9	0.9	0.1	3.9	3.4	3.7	12.6	-	0.0%
		USA	0	0.7	0.4	0.6	0.3	1.2	6.7	3.4	-	3.4%
4	Colombia	Canada	0	-	-	-	-	-	-	-	-	18.8%
		Ecuador	0	54.0	60.4	49.0	50.8	39.7	26.8	35.6	-	0.0%
		USA	0	8.6	10.2	9.9	8.8	16.5	14.1	11.2	-	0.0%
		Bolivia	0	2.6	0.9	1.0	1.3	1.9	1.8	4.7	-	18.8%
			0	3.0	3.5	1.3	2.1	2.6	1.2	4.1	-	0.0%
5	UAE	India	1	7.4	9.7	5.9	9.3	12.5	-	-	11.1	4.0%
		Canada	0	11.8	8.7	6.4	7.2	11.1	-	-	-	4.0%
		Australia	1	13.3	11.6	6.2	9.5	7.8	-	-	-	4.0%
		Pakistan	0	3.4	1.3	4.3	2.1	5.6	-	-	-	4.0%

#11) 7601 Aluminum, Unwrought												
	Recent											
Rank	Market	Competitors	FTA (1=Yes, 0=No)	2001 (C\$ million)	2002 (C\$ million)	2003 (C\$ million)	2004 (C\$ million)	2005 (C\$ million)	2006 (C\$ million)	2007 (C\$ million)	Max. Canadian Loss in Market (C\$ million)	Tariffs
1	Japan	Russian Federation Australia China Canada(#7)	0 1 0 0	1,421.4 1,531.3 201.7 327.8	1,452.0 1,261.1 322.9 234.0	1,474.2 1,229.4 553.3 314.2	1,709.2 1,255.8 729.5 401.7	1,653.6 1,283.2 725.5 408.1	1,961.0 1,660.2 990.9 464.7	1,992.1 1,794.7 682.3 496.9	496.9 - - -	0.0% 0.0% 0.0% 0.0%
2	Korea, South	China Russia Federation Australia Canada(#5)	0 0 0 0	261.3 447.4 507.2 158.3	503.6 427.0 512.1 149.4	745.8 449.6 470.1 180.0	1,133.0 621.4 473.6 123.9	1,199.7 720.7 498.2 89.9	1,227.2 1,010.8 685.9 130.2	1,491.0 729.3 701.7 122.4	- - - -	0.7% 1.3% 1.3% 1.3%
3	Thailand	Australia United Arab Emirates Russia Federation Canada(#10)	1 0 0 0 0	299.8 77.1 59.6 0.9 -	296.1 68.0 77.1 0.1 -	322.2 77.0 69.3 0.7 -	334.7 132.3 110.7 -	437.1 106.5 123.4 -	608.6 142.5 170.3 -	596.6 158.3 128.7 4.6 -	4.6 - - -	0.0% 1.0% 1.0% 1.0%
4	China	Taiwan Australia United Arab Emirates Canada(#12)	0 1 1 0	181.6 147.2 106.3 2.3 -	185.8 211.6 99.5 3.1 -	185.4 273.2 80.1 3.3 -	180.0 339.5 77.3 6.1 -	78.1 267.4 92.7 7.0 -	98.8 231.8 159.2 2.1 -	140.2 125.3 101.3 4.4 -	4.4 -	6.0% 6.0% 6.0% 6.0%
5	EU27	Norway Russia Federation Mozambique Canada(#7)	0 0 0 0	2,485.5 2,084.7 783.5 333.0	2,495.7 2,104.1 835.4 289.6	2,736.1 2,113.1 929.4 412.9	2,806.3 2,159.9 1,404.2 238.3	2,976.9 1,849.8 1,557.8 128.1	3,906.9 2,579.6 1,865.7 473.4	- - - -	- - - -	0.0% 4.4% 0.0% 4.4%

#12) 3901 Polymers Of Ethylene, In Primary Forms													
Rank	Market	Competitors	Recent FTA (1=Yes, 0=No)	2001 (C\$ million)	2002 (C\$ million)	2003 (C\$ million)	2004 (C\$ million)	2005 (C\$ million)	2006 (C\$ million)	2007 (C\$ million)	Max. Canadian Loss in Market (C\$ million)	Tariffs	
1	China	Republic of Korea	0	1,093.3	934.5	916.5	1,234.9	1,365.0	1,408.2	1,435.0	329.5	7.1%	
		Saudi Arabia	1	571.9	524.3	543.1	741.9	1,081.4	971.9	883.6	-	7.5%	
		USA	0	232.4	231.5	210.2	420.2	493.0	456.1	825.5	-	7.5%	
		Canada	0	138.8	96.2	91.0	160.8	164.6	245.9	329.5	-	7.5%	
		USA	0	72.6	83.5	-	-	73.5	-	-	-	-	2.5%
2	Taiwan	Japan	0	90.9	97.5	78.5	91.7	82.2	74.4	-	-	2.5%	
		Singapore	0	53.4	51.3	48.3	61.3	51.4	59.9	-	-	2.5%	
		Canada (#10)	0	11.1	9.1	6.1	8.2	13.9	11.9	-	-	2.5%	
		Singapore	1	87.2	121.0	141.0	243.4	250.5	301.3	-	-	-	4.3%
		Thailand	1	39.2	41.8	40.8	77.9	70.5	70.1	81.8	-	-	4.3%
3	Malaysia	Kuwait	0	18.9	25.9	24.9	51.1	61.4	50.9	67.7	-	21.4%	
		Canada (#7)	0	7.3	8.4	5.7	7.5	26.6	25.7	28.8	-	-	21.4%
		Area Nes	0	0.0	0.0	-	-	-	-	-	-	-	-----
		USA	0	34.5	30.5	39.1	34.5	21.5	13.9	22.7	439.3	-	0.0%
		Canada	0	1.7	2.2	10.5	22.4	9.8	0.1	11.0	11.0	-	0.0%
4	Australia	Republic of Korea	0	34.7	22.1	24.1	19.0	22.1	7.7	7.8	-	5.0%	
		Saudi Arabia	0	112.7	106.8	125.0	185.8	230.5	232.4	209.8	-	-	0.0%
		Singapore	0	66.9	98.2	105.2	148.9	179.9	224.3	207.2	-	-	0.0%
		Taiwan,											
		Province of China	0	111.7	106.0	110.7	132.5	158.4	183.5	119.6	-	-	0.0%
5	Hong Kong	Canada (#12)	0	5.5	4.3	4.2	3.3	3.2	8.9	12.1	-	0.0%	

#13) 4705 Semichemical Woodpulp												
	Recent											
Rank	Market	Competitors	FTA (1=Yes, 0=No)	2001 (C\$ million)	2002 (C\$ million)	2003 (C\$ million)	2004 (C\$ million)	2005 (C\$ million)	2006 (C\$ million)	2007 (C\$ million)	Max. Canadian Loss in Market (C\$ million)	Tariffs
1	China	Canada Chile Indonesia USA	0 1 1 0	461.1 370.2 634.8 180.8	468.1 340.7 706.5 291.4	520.9 289.8 703.6 276.1	738.0 441.9 777.7 411.3	745.0 463.3 779.9 404.5	808.5 403.6 724.4 459.2	915.6 747.8 667.0 638.0	915.6 - - -	0.0% 0.0% 0.0% 0.0%
2	Korea, South	Canada EU 27 New Zealand USA	0 1 0 1	95.2 0.5 5.9 0.6	104.8 0.5 5.3 0.2	108.3 1.3 5.9 0.1	117.9 1.0 4.6 0.1	93.2 0.2 0.9 0.0	107.5 1.7 2.0 0.2	143.4 2.2 2.0 1.9	143.4 - - -	0.0% 0.0% 0.0% 0.0%
3	Indonesia	Canada EU 27 New Zealand Singapore	0 1 1 1	44.1 0.8 1.6 2.3	30.9 0.3 1.6 -	23.4 0.2 0.2 -	24.4 0.4 2.7 -	26.8 1.1 2.4 0.0	23.8 3.3 2.1 0.1	- - - -	23.8 - - -	0.0% 0.0% 0.0% 0.0%
4	Taiwan	Canada New Zealand EU 27 Brazil	0 0 0 0	31.0 6.3 3.1 -	37.3 6.3 2.4 -	44.7 5.3 3.7 -	52.2 7.2 1.5 1.1	57.6 5.6 0.1 -	70.9 11.0 1.7 -	- - - -	- - - -	0.0% 0.0% 0.0% 0.0%
5	EU 27	Canada Chile	0 0	211.9 1.2	137.2 2.1	119.4 1.5	116.2 1.3	137.1 8.2	153.4 7.8	- -	- -	0.0% 0.0%

#14) 2503 Sulfur												
Rank	Market	Competitors	Recent FTA (1=Yes, 0=No)	2001 (C\$ million)	2002 (C\$ million)	2003 (C\$ million)	2004 (C\$ million)	2005 (C\$ million)	2006 (C\$ million)	2007 (C\$ million)	Max. Canadian Loss in Market (C\$ million)	Tariffs
1	China	Canada	0	105.4	141.8	220.6	407.8	481.2	344.0	339.5	339.5	3.0%
		Saudi Arabia	1	1.6	7.2	37.0	25.0	82.1	98.2	195.2	-	3.0%
		United Arab Emirates	1	21.6	27.0	56.1	60.1	69.7	91.1	189.2	-	3.0%
2	Brazil	Iran (Islamic Republic of)	0	7.2	17.5	45.9	38.5	32.8	15.9	131.7	-	3.0%
		Canada	0	72.2	43.6	86.1	80.0	44.8	45.4	59.5	59.5	0.0%
		Venezuela Russian Federation	1	-	2.4	0.7	7.0	22.5	20.7	28.7	-	0.0%
3	Australia	Saudi Arabia	0	3.9	3.3	16.2	22.2	14.4	1.0	28.6	-	0.0%
		Canada	0	6.2	15.5	9.3	16.0	15.1	15.9	19.4	-	0.0%
		Japan Malaysia	1	22.3	36.3	44.1	45.0	37.1	36.6	33.8	33.8	0.0%
4	South Africa	Saudi Arabia	1	0.7	0.6	0.6	1.4	1.0	1.1	0.9	-	0.0%
		United Arab Emirates	1	0.1	0.4	0.4	0.4	0.3	0.3	0.4	-	0.0%
		EU 27	1	-	0.1	0.7	0.7	0.5	0.4	0.3	0.3	-
5	New Zealand	Canada	0	12.1	18.7	43.0	41.0	37.1	32.1	38.6	38.6	0.0%
		Saudi Arabia	0	5.7	7.6	2.5	0.1	3.6	2.8	8.0	-	0.0%
		Malaysia	1	-	-	-	-	-	2.0	3.1	-	0.0%
5	New Zealand	EU 27	0	1.5	2.1	3.5	2.6	2.1	9.9	3.0	-	0.0%
		Canada	0	13.7	13.5	20.0	21.2	19.8	11.7	17.9	17.9	0.0%
		Saudi Arabia	1	0.1	0.2	0.2	0.2	0.3	0.2	0.2	-	0.0%
5	New Zealand	Malaysia	1	-	0.1	0.2	0.2	0.2	0.2	0.1	-	0.0%
		New Caledonia	0	-	-	-	-	-	0.0	0.1	-	0.0%

(#15) 1514 Rapeseed, Colza Or Mustard Oil Etc, Not Chem Modif												
Rank	Market	Competitors	Recent FTA (1=Yes, 0=No)	2001 (C\$ million)	2002 (C\$ million)	2003 (C\$ million)	2004 (C\$ million)	2005 (C\$ million)	2006 (C\$ million)	2007 (C\$ million)	Max. Canadian Loss in Market (C\$ million)	Tariffs
1	China	Canada United Arab Emirates Australia EU 27	0	27.8	11.5	112.0	270.3	125.3	27.8	301.5	301.5	9.0%
2	Korea.South	Canada	0	6.8	11.5	13.8	16.3	15.9	15.7	32.8	32.8	9.9%
		Australia	0	0.7	0.9	0.8	-	1.0	-	2.2	-	9.9%
		USA	1	0.2	0.1	0.0	0.1	0.1	0.3	0.6	-	9.9%
		EU 27	1	-	0.4	1.0	0.0	0.0	0.0	0.0	-	9.9%
3	EU 27	Canada	0	-	-	-	-	-	-	-	-	6.1%
		USA	0	0.8	2.4	0.7	3.6	13.3	203.5	-	203.5	6.1%
		China	0	0.0	0.0	0.0	9.8	1.3	107.3	-	-	2.7%
		United Arab Emirates	1	-	-	-	0.2	0.1	96.4	-	-	3.9%
4	Hong Kong	Canada	0	69.2	19.8	18.0	-	-	-	-	-	0.0%
		China	0	36.6	15.7	3.5	23.0	26.0	15.5	21.0	-	0.0%
		Singapore	0	0.3	0.2	0.4	1.9	3.1	3.5	5.7	-	0.0%
		USA	0	0.4	0.6	0.5	0.8	0.6	0.7	0.8	-	0.0%
5	Taiwan	Canada	0	-	-	-	-	-	-	-	-	0.0%
		USA	0	14.0	13.7	14.3	24.7	22.1	16.8	-	-	4.0%
		Singapore	0	0.8	0.4	0.0	0.2	0.1	0.2	-	-	4.0%
		Malaysia	0	0.2	0.1	0.1	0.1	0.1	0.1	-	-	4.0%
			0	0.1	0.1	0.1	0.1	0.1	0.1	-	-	4.0%

(#16) 8431 Parts For Machinery Of Headings 8425 To 8430												
Rank	Market	Competitors	Recent FTA (1=Yes, 0=No)	2001 (C\$ million)	2002 (C\$ million)	2003 (C\$ million)	2004 (C\$ million)	2005 (C\$ million)	2006 (C\$ million)	2007 (C\$ million)	Max. Canadian Loss in Market (C\$ million)	Tariff s
1	Russia	EU27 USA Ukraine Canada(#10)	0	87.7	92.8	96.3	124.3	139.2	178.3	324.7	-	0.0%
				102.4	69.7	68.5	70.9	61.7	84.1	120.4	-	0.0%
				26.3	17.0	22.5	33.4	32.8	58.2	54.6	-	0.0%
				5.8	11.7	5.5	7.8	7.8	11.6	17.3	-	0.0%
2	UAE	EU27 USA Singapore Canada(#6)	1	255.7	267.4	240.6	272.4	370.0	-	-	13.3	5.0%
				276.8	437.5	208.1	257.0	359.5	-	-	-	5.0%
				45.7	49.0	44.6	31.3	45.1	-	-	-	5.0%
				10.8	24.4	17.7	12.9	13.3	-	-	-	5.0%
3	Singapore	EU27 USA Japan Canada	1	332.4	405.3	379.9	447.1	513.8	654.0	927.3	95.5	0.0%
				1,223.7	1,537.3	1,309.8	1,316.0	1,514.9	1,877.8	2,244.9	-	0.0%
				181.6	179.7	241.0	231.0	275.1	197.6	236.8	-	0.0%
				32.7	64.8	43.8	48.6	58.9	72.8	95.5	-	0.0%
4	EU 27	USA Japan China Canada(#7)	0	1,067.0	946.6	819.2	934.7	908.7	973.6	-	-	0.5%
				554.2	542.0	555.3	629.5	678.5	718.4	-	-	0.5%
				67.8	79.7	109.9	186.3	295.9	464.0	-	-	0.5%
				58.4	108.0	143.3	67.4	67.6	110.0	-	-	0.5%
5	Norway	USA Australia Bangladesh Canada	0	0.5	0.7	-	-	-	-	-	-	0.0%
				-	0.0	-	1.2	1.4	1.8	1.1	-	0.0%
				-	-	-	-	-	-	-	-	0.0%
				-	-	-	-	-	-	-	-	0.0%
				-	-	-	-	-	0.4	-	-	0.0%

(#17) 2613 Molybdenum Ores And Concentrates												
Rank	Market	Competitors	Recent FTA (1=Yes, 0=No)	2001 (C\$ million)	2002 (C\$ million)	2003 (C\$ million)	2004 (C\$ million)	2005 (C\$ million)	2006 (C\$ million)	2007 (C\$ million)	Max. Canadian Loss in Market (C\$ million)	Tariffs
1	EU 27	USA Chile China Canada (#5)	0	122.2	129.9	161.7	277.8	1,125.5	1,126.6	-	-	0.0%
				101.5	148.4	161.6	653.3	1,075.1	681.5	-	-	0.0%
				28.1	91.3	97.2	176.6	326.6	221.8	-	-	0.0%
				35.9	36.8	56.8	211.2	165.1	93.6	-	-	0.0%
2	Japan	Chile Mexico USA Canada	1 0 0 0	58.4	100.4	107.9	431.3	1,068.2	787.1	874.5	137.8	0.0%
				22.5	35.9	58.5	117.7	314.3	260.0	258.1	-	0.0%
				13.4	7.4	13.9	52.6	111.4	119.3	159.1	-	0.0%
				16.5	33.2	35.2	62.9	179.3	157.8	137.8	-	0.0%
				-	-	-	-	-	-	-	-	0.0%
3	Korea, South	China Chile USA Canada (#5)	0 0 1 0	18.6	22.4	49.5	146.6	412.4	311.1	372.8	14.4	0.0%
				6.1	6.7	14.4	62.0	196.3	86.4	190.9	-	0.0%
				-	-	0.4	-	-	1.3	37.2	-	0.0%
				-	-	0.1	-	-	-	14.4	-	0.0%
4	India	China USA EU 27 Canada (#6)	0 0 1 0	2.4	3.8	11.2	59.3	59.4	70.9	-	3.3	5.0%
				3.4	2.3	1.4	2.5	26.0	44.4	-	-	5.0%
				7.4	15.0	19.6	18.3	39.5	35.0	-	-	5.0%
				1.3	2.2	3.7	1.9	3.1	3.3	-	-	5.0%

#18) 0203 Meat Of Swine (Pork), Fresh, Chilled Or Frozen													
Rank	Market	Competitors	Recent FTA (1=Yes, 0=No)		2001	2002	2003	2004	2005	2006	2007	Max. Canadian Loss in Market	Tariffs
			(C\$ million)	(C\$ million)	(C\$ million)	(C\$ million)	(C\$ million)	(C\$ million)	(C\$ million)	(C\$ million)	(C\$ million)	(C\$ million)	
1	Japan	USA EU 27 Canada Mexico	0 0 0 0	1,844.4 1,809.2 1,135.7 316.6	1,892.5 2,061.1 1,364.1 318.8	1,760.2 1,885.5 1,199.6 250.7	1,839.8 2,390.2 1,326.7 237.3	1,748.0 1,811.3 1,188.5 214.1	1,303.4 1,171.2 781.4 212.9	1,308.6 1,100.8 795.6 238.7	- - - -	56.3% 56.3% 56.3% 24.5%	
2	Australia	Canada EU 27 USA	0 0 0	71.8 40.5 -	87.2 68.4 -	88.9 84.6 -	107.8 115.6 1.6	116.9 99.3 60.4	110.1 101.8 57.4	138.3 135.4 92.1	- - -	0.0% 0.0% 0.0%	
3	Korea, South	EU 27 USA Chile Canada	1 1 0 0	205.7 18.0 - 34.9	233.6 23.4 9.9 47.7	158.0 19.2 42.1 32.4	255.9 49.8 70.9 49.3	343.6 161.2 95.8 99.5	416.6 204.8 93.0 116.1	442.6 221.9 125.7 122.8	122.8 - - -	23.5% 23.5% 15.0% 23.5%	
4	Russia	Brazil EU 27 USA Canada	0 0 0 0	189.4 191.2 40.5 35.6	642.5 222.0 29.9 36.9	574.7 214.9 5.2 17.2	478.6 221.0 30.4 11.6	710.4 181.2 52.7 14.5	601.7 636.2 168.8 160.4	746.7 636.2 192.9 170.1	- - - -	42.4% 56.5% 56.5% 56.5%	
5	New Zealand	Australia Canada EU 27 USA	1 0 0 0	9.1 30.8 3.3 1.6	21.6 22.1 5.0 5.6	26.9 20.5 4.3 4.6	27.2 17.6 7.7 10.8	36.5 22.3 9.6 14.3	30.5 21.9 10.8 11.9	36.2 25.6 16.8 14.3	25.6 - - -	0.0% 0.0% 5.0% 5.0%	

(#19) 1003 Barley												
Rank	Market	Competitors	Recent FTA (1=Yes, 0=No)	2001 (C\$ million)	2002 (C\$ million)	2003 (C\$ million)	2004 (C\$ million)	2005 (C\$ million)	2006 (C\$ million)	2007 (C\$ million)	Max. Canadian Loss in Market (C\$ million)	Tariffs
1	Saudi Arabia	Ukraine	0	81.7	182.5	259.0	169.7	362.6	545.5	-	63.3	0.0%
		Australia	1	68.2	141.2	20.2	407.5	202.4	430.0	-	-	0.0%
		Russian Federation	0	47.2	121.9	159.7	-	139.4	132.7	-	-	0.0%
2	China	Canada (#5)	0	34.0	0.3	-	43.7	47.7	63.3	-	-	0.0%
		Australia	1	325.9	359.6	186.3	310.6	273.9	352.6	154.5	103.9	1.5%
		Canada	0	164.6	58.3	16.8	105.0	168.6	104.6	103.9	-	1.5%
		EU 27	0	86.0	38.8	171.5	0.7	73.1	3.2	26.8	-	1.5%
		USA	0	11.0	-	-	-	-	-	0.0	-	1.5%
3	Japan	Australia	1	174.0	223.1	200.1	254.6	197.8	179.3	184.1	66.5	160.9%
		USA	0	114.0	77.7	97.0	33.2	63.8	34.7	153.7	-	160.9%
		Canada	0	44.1	8.6	25.8	56.4	65.2	69.7	66.5	-	160.9%
		Russian Federation	0	-	-	-	-	-	-	17.2	-	160.9%
4	Colombia	Argentina	1	-	-	-	-	6.3	22.3	40.8	23.9	0.0%
		Canada	0	2.7	12.7	6.1	24.2	6.2	13.3	23.9	-	11.7%
		EU 27	0	41.1	18.4	33.3	-	31.6	11.3	0.7	-	11.7%
		Ecuador	0	0.0	0.0	-	0.0	0.0	0.2	0.4	-	0.0%
5	South Africa	USA	0	-	-	-	-	-	-	-	-	-
		Canada	0	5.7	28.5	11.3	8.1	11.4	10.0	4.5	-	0.0%
		EU 27	0	4.2	7.4	7.8	5.4	5.2	-	2.7	-	0.0%
		Angola	0	-	-	-	-	-	-	0.0	-	0.0%

(#20) 4403 Wood In The Rough, Stripped Or Not Of Sapwood Etc												
Rank	Market	Competitors	Recent FTA (1=Yes, 0=No)	2001 (C\$ million)	2002 (C\$ million)	2003 (C\$ million)	2004 (C\$ million)	2005 (C\$ million)	2006 (C\$ million)	2007 (C\$ million)	Max. Canadian Loss in Market (C\$ million)	Tariffs
1	Japan	Russian Federation	0	724.3	582.4	575.6	799.9	561.4	671.7	660.2	222.1	0.2%
		USA	0	1,135.7	891.3	819.9	864.9	745.4	688.2	603.5	-	0.2%
		Canada	0	288.1	331.2	311.2	311.4	279.7	264.8	222.1	-	0.2%
		Malaysia	1	295.5	348.6	278.6	274.7	248.6	264.4	199.6	-	0.0%
2	Korea, South	New Zealand	0	369.9	421.5	385.6	380.1	335.6	348.8	406.8	76.6	0.0%
		USA	1	117.1	128.6	131.9	142.3	145.0	133.0	159.9	-	0.0%
		Russian Federation	0	151.8	157.4	144.5	174.1	182.2	185.1	155.7	-	0.0%
		Canada	0	11.1	36.6	44.6	48.5	53.8	65.2	76.6	-	0.0%
3	China	EU 27	0	269.2	146.8	96.0	92.8	122.8	130.9	178.3	103.9	0.0%
		Australia	1	325.9	359.6	186.3	310.6	273.9	352.6	154.5	-	0.0%
		Canada	0	164.6	58.3	16.8	105.0	168.6	104.6	103.9	-	0.0%
		USA	0	11.0	-	-	-	-	-	0.0	-	0.0%
4	Taiwan	Malaysia	0	103.1	125.1	115.3	138.0	140.3	114.5	-	-	0.0%
		Myanmar	0	12.9	12.3	16.0	21.5	28.5	28.9	-	-	0.0%
		USA	0	31.0	23.2	25.6	21.8	25.9	24.4	-	-	0.0%
		Canada (#6)	0	10.0	9.6	9.2	10.6	5.5	6.6	-	-	0.0%

About the Canada West Foundation

Our Vision

A dynamic and prosperous West in a strong Canada.

Our Mission

A leading source of strategic insight, conducting and communicating non-partisan economic and public policy research of importance to the four western provinces and all Canadians.

Canada West Foundation is a registered Canadian charitable organization incorporated under federal charter (#11882 8698 RR 0001).

In 1970, the One Prairie Province Conference was held in Lethbridge, Alberta. Sponsored by the University of Lethbridge and the Lethbridge Herald, the conference received considerable attention from concerned citizens and community leaders. The consensus at the time was that research on the West (including BC and the Canadian North) should be expanded by a new organization. To fill this need, the Canada West Foundation was created under letters patent on December 31, 1970. Since that time, the Canada West Foundation has established itself as one of Canada's premier research institutes. Non-partisan, accessible research and active citizen engagement are hallmarks of the Foundation's past, present and future endeavours. These efforts are rooted in the belief that a strong West makes for a strong Canada.

More information can be found at www.cwf.ca.

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