

Table 5 - German Imports

(DM millions)

1. Live Animals	2	6	5	0.31	0.98	0.66
2. Food, animal origin	66	53	52	0.50	0.30	0.29
Fish & Products	58	42	38	2.72	1.21	1.14
3. Food, plant origin	89	320	351	0.28	0.89	0.96
Fruit	15	37	32	4.60	0.87	0.76
Pulses (incl. feed)	22	31	34	5.24	15.69	20.48
Wheat	8	46	64	1.21	11.33	16.94
Oilseed (excl. ind)	0	173	183	na	8.37	10.03
4. Coffee, tobac., liquor	11	8	6	0.13	0.08	0.06
Raw Tobacco	8	6	4	0.97	0.48	0.33
5. Raw Materials	689	628	721	2.48	1.91	2.30
Iron Ore	179	287	317	8.71	14.26	15.89
Other ores	191	136	170	9.89	8.77	9.51
Oil seed for non-food	64	75	94	67.55	67.17	76.97
Zinc Ore	152	95	104	47.74	39.36	44.78
6. Processed materials	1 614	1 414	1 858	3.05	2.55	3.06
Pulp	959	800	1 049	23.61	22.70	22.69
Gold for Mfgr.	174	118	248	7.62	5.89	12.94
Aluminium Ingot	98	176	254	2.78	5.30	5.80
Lumber	108	185	136	5.86	7.33	6.26
7. Basic Products	318	289	295	0.48	0.38	0.35
Paper & Board	184	86	71	2.35	1.02	0.72
Plywood & Veneer	26	64	67	1.49	2.30	2.40
Plastics	26	22	33	0.19	0.14	0.19
Chem. primaries nes.	31	35	43	0.26	0.28	0.33
8. End Products	753	1 576	2 018	0.33	0.44	0.54
Aircraft	107	257	457	0.93	1.42	3.29
Electro. Tech. prods.	168	250	250	0.41	0.36	0.34
Vehicles & pts.	52	212	252	0.15	0.36	0.38
Office/DP eqpt.	39	157	380	0.23	0.60	1.34
Pharmaceuticals.	12	194	127	0.19	1.72	1.06
Mach. misc.	50	96	104	0.46	0.61	0.63
9. End Products	85	73	57	1.11	0.29	0.26
Grand total	3 626	4 366	4 366	0.82	0.71	0.85

1988 1994 1995 1988 1994 1995

From Canada in DM Millions Cdn share of German total in %

Source: German Statistical Office

Opportunities for services

Germany provides a broad and growing market for Canadian services. In 1995, total bilateral trade in services, according to German statistics, amounted to DM 2.2 billion. This amount, added to the merchandise trade brings total two-way trade between Canada and Germany to over \$12 billion. German purchases of services from Canada totalled DM 1.4 billion, up 8% from 1994, and resulted in a DM 530 million surplus in Canada's favour.

Travel and tourism spending on trips to Canada are the largest single element of German purchases of services from Canada - over 47% in 1995. About 500,000 German tourists now visit Canada yearly, spending over \$600 million. Canada is currently one of the most inexpensive tourism destinations for Germans who rate its natural and cultural attractions very highly. There is substantial potential to increase the flow of

German tourists to Canada and Tourism program plans to this end are described in a following section.

While German purchases of Canadian travel and tourism services grew three percent in 1995, purchases of other services increased 12% reflecting increases in German spending on such sectors as transportation, engineering and computer services and patents and licences. Education is a growing factor. Around 1400 German students were formally enrolled in full time courses in Canada in 1995 in addition to those included in the tourism statistics above who took short courses in such subjects as English or French language. Canadian companies are actively seeking German business in these sectors and in such areas as finance, telecommunications, management consultancy, law and language training. With total German service purchases growing at 5% annually, the service sector offers many opportunities.

