

are manufactured and processed goods, such as apparel and motor coaches, instead of raw materials or commodities. As was mentioned previously, non-industrial products, such as educational, consulting and financial services, are being increasingly exported across the region.

New Directions

We hasten to underline that this transformation to more north-south trade patterns is not to the detriment of the long-standing economic policies that built the cross-Canada transportation system. That system remains strong, and will continue to be instrumental in the nation-building it was intended to serve. What the north-south links provide is an important addition to the existing interprovincial trade that has been a mainstay of Canada's economy. The corridor enables Canadians to reach a vast new set of potentially lucrative markets in the United States and Mexico and beyond, and build sales volumes that would not otherwise be possible, given Canada's limited population and product demand.

The trade patterns of the corridor and its gateways are being transformed, as shown in several key indicators:

- * In 1996 Manitoba's exports into the US segment of the corridor were valued at \$2.1 billion, nearly triple their 1990 value;
- * The province's trade with Mexico was \$87 million in 1996, compared to \$13 million in 1990;
- * The volume of trucks moving through the Emerson border crossing grew 80% between 1992 and 1995 and is now expanding at an even faster rate;
- * Combined rail and truck traffic volumes from Western Canada to the US increased 9.3% per year between 1991 and 1996;
- * Trade in the corridor accounts for the fourth-largest trade flow between Canada and the United States, and provides a vital Canadian connection with the busiest US-Mexico border crossing at Laredo, Texas;
- * The US markets accessible to Canadian exporters in the corridor region account for one-third of that entire country;
- * Rail traffic in the corridor moving north and south is growing three times faster than east-west traffic.

The two following maps illustrate the trade patterns of goods moving from and into Manitoba through the Mid-Continent International Trade Corridor region. The first of these maps shows exports (Province of Origin and State of Destination), while the other shows imports (State of Origin and Province of Destination). They provide a graphic illustration of traffic volumes moving across the border primarily at Emerson and moving to the locations as shown. The exports, for instance, show a substantial volume of traffic originating in Alberta and Saskatchewan and moving into the United States through Manitoba.