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## ***Trading Houses Play A Major Role In Overseas Markets. . .***

Their contribution amounts to a substantial share of  
Canadian exports. . .

78%	Japan
65%	South America
47%	Africa
37%	Middle East
37%	Oceania
34%	European Economic Community (EEC)

They also play a significant role in some commodity exports . . .

32%	Food, feed, beverages, and tobacco
22%	Crude materials, inedible
16%	Fabricated materials, inedible

*Source: Promoting Canadian Exports: The Trading House Option.*

## ***Trading Houses — How Do They Make a Profit?***

Whether they work for a commission or flat fee, or earn a profit on goods sold, the rates charged by trading houses will be a function of the following factors:

- the cost of services provided;
- the risks involved; and
- the nature of the market.