

Statistical findings

As was the case for the exporters, a number of trading houses were reluctant and/or unable to supply statistical information on their countertrade activities involving Canadian exports. Results are from information provided by 10 respondents to the questionnaire and 11 interviews. Over the five year period from 1980 to 1984, the number of trading houses that engaged in at least one countertrade transaction on behalf of a Canadian client and/or themselves increased from 3 to 10, the number of annual countertrade transactions increased from 11 to 94 and the total annual value of countertrade export transactions increased from \$71.5 to \$439.5 million.

Combined results

With regard to total Canadian countertrade activity, a combination of the number and volume of countertrade transactions must be bound by an upper limit of combined figures for both exporters and trading houses and a lower limit of trading house figures only. No reliable estimate of the extent of double counting (trading houses operating on behalf of Canadian clients) can be obtained.

Thus, the study found that for the five-year period 1980 to 1984, the total number of Canadian export transactions involving countertrade rose from between 11 to 13 in 1980 to between 94 to 125 in 1984 and the total value of countertrade export transactions rose from between \$71.5 to \$85.7 million in 1980 to between \$439.5 to \$815.5 million in 1984. Using these figures and based on total Canadian exports of \$131.3 billion in 1984, countertrade affected exports were estimated to consist of between one-third and six-tenths of one percent of total exports. If trade with the U.S. and Japan of \$101.8 billion is excluded, this rises to between 1.49 and 2.77 percent of total Canadian exports.