

exception of the distribution of trading houses by province which covers both survey and non-survey trading houses. The reader may wish to refer to supporting Tables A-12 to A-24 contained in Appendix I.

Distribution of Trading Houses by Province

The largest concentration of trading houses is in Ontario (45 per cent of all firms), followed by Quebec (25 per cent), and British Columbia (15 per cent). All other provinces (no trading houses were identified in the Northwest Territories or Yukon) account for 15 per cent of all trading houses in Canada (see Table III-3).

With regard to the distribution of the sector's export transactions by province, the largest share goes to Ontario with 35 per cent, followed by British Columbia 24 per cent and Quebec 15 per cent. Other provinces' share is 26 per cent.

The export operations of most foreign-controlled trading houses originate in Ontario and British Columbia. They contribute heavily to the activities of the sector in these provinces.

Distribution of Trading Houses by Export Size Groups

Profiles of size groups have been established on the following basis:

- (i) very small firms: less than one million dollars in export transactions;
- (ii) small firms: between one and \$25 million;
- (iii) middle-sized firms: between \$25 million and \$100 million;
- (iv) large firms: over \$100 million.

On the basis of survey trading house data only, it appears that: 46 per cent of all trading houses are very small firms accounting for less than one per cent of sector export transactions; 39 per cent are small firms accounting for 5 per cent of sector export transactions; 6 per cent are middle-sized firms accounting for 7 per cent

of sector export transactions; and 9 per cent are large firms accounting for 87 per cent of total sector export transactions (see Table III-4).

Ownership

Of the 201 companies in the survey, 183 were Canadian-controlled. These accounted for two-thirds of total export transactions. The foreign-controlled companies were mostly in the larger export size group (see Table A-12).

Overall Activity

Earlier, we noted that for the 300 firms for which we have information, total export transactions reached \$11.7 billion. Among the surveyed companies (201), we were able to determine that of the total business transacted, 62 per cent represented exports, 16 per cent domestic sales, 14 per cent imports, 8 per cent third-country transactions (see Table A-13).

Export Transactions by Destinations

Survey trading houses specialize in overseas markets. Only \$1.021 billion out of a total of \$6.380 billion of survey export transactions go to the U.S. The major destinations are Asia (Japan plus other Asia) at 40 per cent followed by the E.E.C. at 19 per cent and the United States at 16 per cent (see Table A-14).

Export Transactions by Main Product Categories

Survey trading houses are most active in fabricated materials, inedible (i.e., wood and paper, leather and textiles, chemicals, iron and steel, non-ferrous metals, etc. . .), in food, feed, beverage and tobacco, and in crude materials, inedible. Their percentage shares of total trading house export transactions are respectively 41 per cent, 28 per cent and 28 per cent. Only 3 per cent of the export transactions of the sector is in inedible end products (see Table A-16).

TABLE III-3 — Distribution of Trading Houses by Province

Province	Survey Trading Houses		Non-Survey Trading Houses		Total	
	No. of Firms	Export Trans. (\$mil.)	No. of Firms	Export Trans. (\$mil.)	No. of Firms	Export Trans. (\$mil.)
British Columbia	24	2,266	21	552	45	2,818
Ontario	91	2,702	45	1,382	136	4,084
Quebec	58	453	17	1,302	75	1,755
Other Provinces	28	1,109	16	1,908	44	3,017
Total	201	6,530	99	5,144	300	11,674

TABLE III-4 — Estimated Value of Export Transactions by the Trading House Sector in Canada (n = 300)

Export Size Groups (in \$million)	Survey		Non-Survey		Total	
	No. of Firms	Vol. of Export Transactions (in \$million)	No. of Firms	Vol. of Export Transactions (in \$million)	No. of Firms	Vol. of Export Transactions (in \$million)
0.1 – 0.9	89	35	49	14	138	49
1.0 – 24.9	84	430	32	198	116	628
25.0 – 99.9	12	625	6	246	18	871
100.0 – 1499.9	16	5,440	12	4,687	28	10,127
Total	201	6,530	99	5,145	300	11,675