

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        |
| <b>Grand total</b>        | <b>3 626</b> | <b>4 366</b> | <b>4 366</b> | <b>0.82</b> | <b>0.71</b> | <b>0.85</b> |

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.

