

TABLE 4: NUMBER AND PERCENTAGE OF RESPONDENTS WHO HAVE EXPERIENCED MARINE SHIPMENT PROBLEMS

EXPORTER SIZE*	RESPONDENTS	# RESPONDENTS EXPERIENCING SHIPMENT PROBLEMS	PERCENTAGE
Small (under \$3.3 m)	132	40	30.3
Medium (\$3.3-\$10 m)	33	17	51.5
Large (over \$10 m)	<u>41</u>	<u>25</u>	<u>61.0</u>
	206**	82	39.8
<u>EXPORTER LOCATION</u>			
B.C., Prairies	51	16	31.4
P.Q., ON, Maritimes	<u>191</u>	<u>87</u>	<u>45.5</u>
	242**	103	42.6
<u>COMMODITY</u>			
Agriculture	11	4	36.4
Food	27	12	44.4
Forestry, Pulp and Paper	15	11	73.3
Forwarders' Freight	8	7	87.5
Machinery & Equipment	107	32	29.9
Minerals, Metals	8	5	62.5
Other	<u>66</u>	<u>32</u>	<u>48.5</u>
	242**	103	42.6

* As defined by value of sales to LDC's

** Only 206 of the 242 firms surveyed provided sales information allowing for size classification.

Of those firms who indicate they have had difficulties in exporting to LDC markets, 30% have either lost sales or experienced reduced profits due to transportation service or cost factors. As reported by an eastern manufacturer of non-electrical machinery: