

that 1986 export billings totalled almost CDN \$400 million (see Appendix III). Export sales by region as a percentage of total exports, as demonstrated by the Canadian survey, showed less dependence on the US market, at only 17 percent, than the American study. The DRIE results demonstrated proportionately greater activity in developing countries: Africa (30%), Asia (20%), Latin America (12%), Middle East (4%), USSR and E. Europe (7%), and the Caribbean (2%).

Analysis presently being completed for 1987 indicates that export billings will likely increase for that year by approximately 20 percent for a total value of almost \$500 million. The proportion of activity allocated by region will also likely change for 1987 billings, with volume of activity in Africa declining significantly and Asian business increasing.

The DRIE survey for 1986 also demonstrates that export sales involve a diverse range of industry sectors, with the power industry representing the greatest activity at 22 percent of total exports in 1986. Other sectors included: forestry (15%), industry (13%), transportation (12%), oil and gas (12%), mining (7%). Significant sales were also achieved in the municipal sector, buildings, irrigation and telecommunications.