

are (or at least should be) quite different activities. In order to sell their services abroad, industries usually need to be physically located in the foreign market. Thus, the rules and regulations surrounding foreign direct investment (such as the right of establishment) are of much more importance to service industries, especially those that do not have the option of maintaining a domestic base from which to export. Since one of the objectives of this project is to stimulate thought on the allocation of official export enhancement resources (as opposed to addressing service type issues such as FDI rules), one might reasonably suggest that it only focus on goods-producing industries.

In any event, the service industries captured in this study are quite small in terms of total exports. By including them, it is discovered (in Section 6) that they are primarily support industries, and that their employment is concentrated in the provision of services for goods-producing industries that export.

5. The Input-Output (I-O) Results

Once the I-O model has been run, Statistics Canada provides the user with a very detailed data set showing the results. Drawing from those tables, a number of other tables have been constructed for inclusion in this Paper. They will be referred to as the derived tables, and are found in Annex 1.

5.1 Evaluations of the Derived Tables

While some of the data in the derived tables need little explanation, there are several columns that should be reviewed more carefully to determine just what information they contain. Then, their relevance to trade policy decisions can be more easily recognized. Each column that is reviewed is done so independently of all others. In other words, for now, the information contained in each column is treated as if it is the entire information set. This avoids qualifying the judgements made about which industries are most appropriate for export initiatives. In the next section, some of the relationships between columns will be identified, and, as might be expected, the decisions on which industries to support become more complex.

Column 1: Exports

Export data are extracted from the model output.¹²

¹² All the model output generated for this Paper is held by the author.