- Oil and gas equipment manufacturers are largely concentrated in Western Canada (85% of firms). Approximately half (51%) began exporting 4-10 years ago.

- Telecommunications/electronics is a "high tech" sector with a large number (21%) of young firms having fewer than three years of export experience.

- Food producing firms are the largest in terms of average revenues, but only 9% of their revenues comes from exports. Half of the firms in this sector have exported for more than 10 years.

The United States is by far the most frequent destination for goods exported by all nine sectors. Of the firms surveyed, over 84% export to the U.S.A. Other important destinations and the percentage of firms exporting to these regions include:

Western Europe and U.K.	40%
Oceania (Australia, New Zealand and South Pacific)	28%
Middle East	16%
Japan	15%
Asia (except Japan)	13%

Significant sectoral differences exist in export destinations. The Reports on the client surveys provide further details.1

1 "Communications Services Evaluation Phase 2 - Client Survey" The DPA Group Inc. (January/February 1987).