

NOVA SCOTIA

POPULATION 884,700

Major Centres:	Halifax	295,990
	Sydney	119,470
	Truro	41,516

Gross Provincial Product '88:	\$14.257 Billion
Total Exports '88:	\$2.162 B (15.2% of GPP)

Major Exports:	Fish & Shellfish:	\$735 Million (34% of total exports)
	Pulp & Paper:	\$540 M (25%)
	Tires & Rubber Articles:	\$293 M (13.6%)

Exports to the USA:	Total:	\$1.425 B (65.9% of total exports)
	Massachusetts:	\$337 M (15.6%)
	South Carolina:	\$286 M (13.2%)
	Pennsylvania:	\$142 M (6.6%)

Other Export Markets:	Japan:	\$151 M (7%)
	U.K.:	\$79 M (3.7%)
	West Germany:	\$49 M (2.3%)

% of total Canadian Exports: (1.6%)

# of Firms Registered on WIN Exports:	856 (3.8% of Canadian total)
# of Approved PEMD Applications:	115 (3.8% of Canadian total)

Export Award Winners:	
Clearwater Fine Foods:	1988 Bedford
Polymer International (NS) Inc.:	1985 Truro

Local Federal Government Trade Promotion Resources

International Trade Centre, Halifax - 4.5 officers, 1 support staff

Senior Trade Commissioner, ITC Halifax: Doug Rosenthal

Part-time from other ISTC Programs - 2.5 PYs

EDC - Atlantic Region Office located in Halifax, 2 officers

CIDA - Atlantic Region officer will be located in Moncton ITC this fall

CCC - Head office located in Ottawa

Centre for International Business Studies - Dalhousie University, Halifax (est. 1974).